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WITH WHICH IS INCORPORATED

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VOL. LXXXIV., No. 15 NEW YORK, October 11, 1913

WHOLE No. 2175

READY SATURDAY THE 18th

# The Honourable Mr. Tawnish

Published at \$1.00 net with four full-page illustrations in color by that eminent English artist, Charles E. Brock, this sparkling new romance by the author of "The Broad Highway" and "The Amateur Gentleman" promises to be one of the most popular books of the holiday season.

## By Jeffery Farnol

LITTLE, BROWN & CO., Publishers, Boston

MOFFAT, YARD  
AND COMPANY

IMPORTANT FICTION

MOFFAT, YARD  
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# The SPIDER'S WEB

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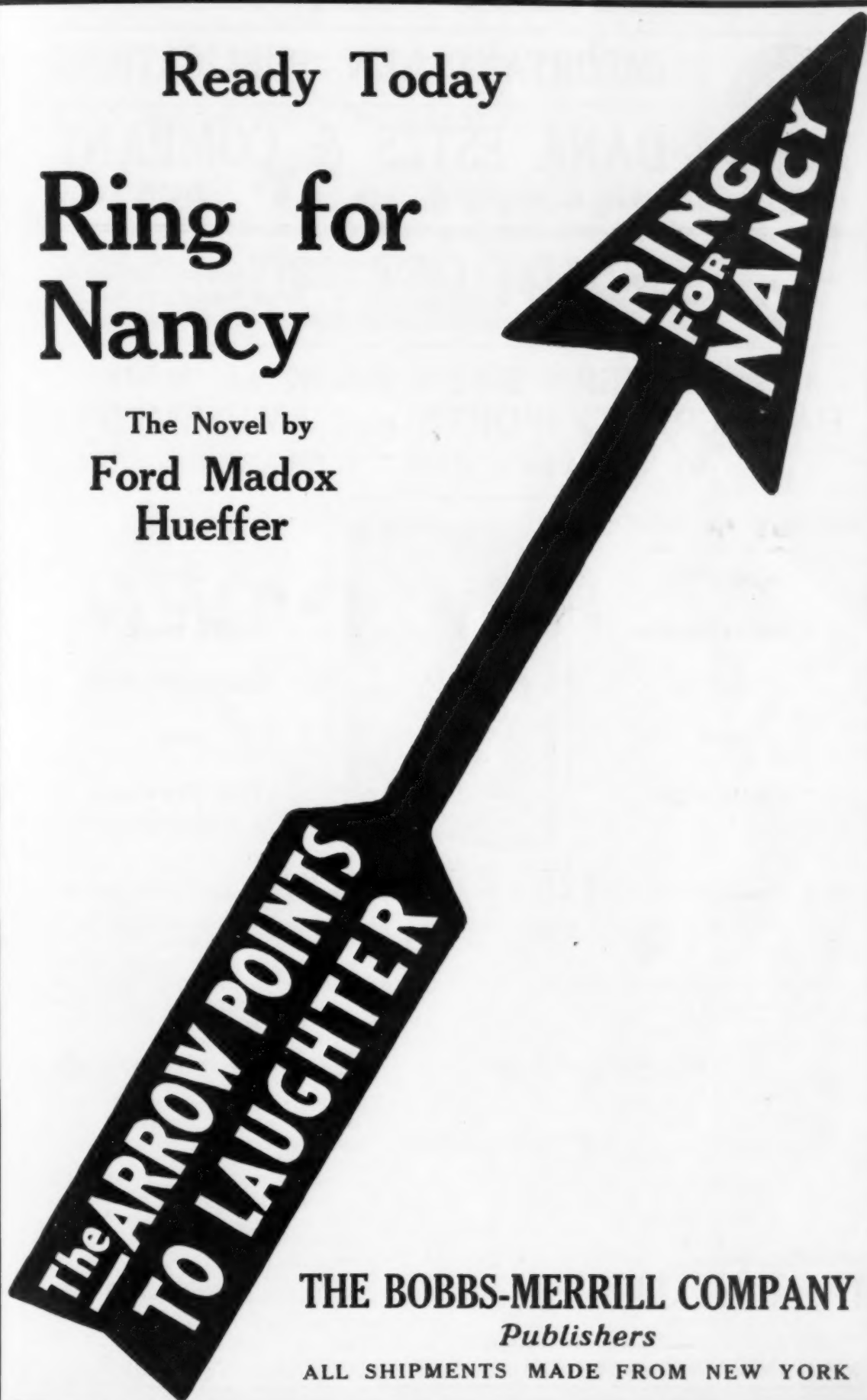
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NEW YORK

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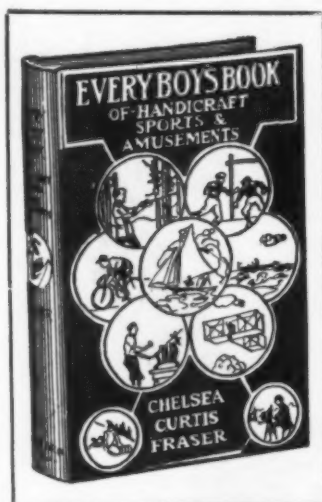
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### EVERY BOY'S BOOK of HANDICRAFT, SPORTS and AMUSEMENTS

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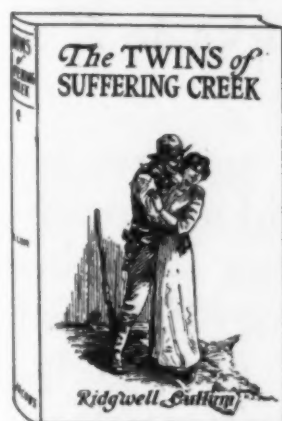


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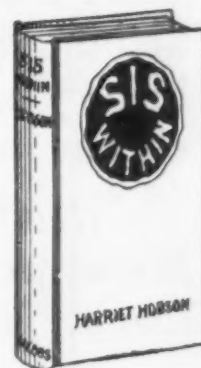
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# IMPORTANT

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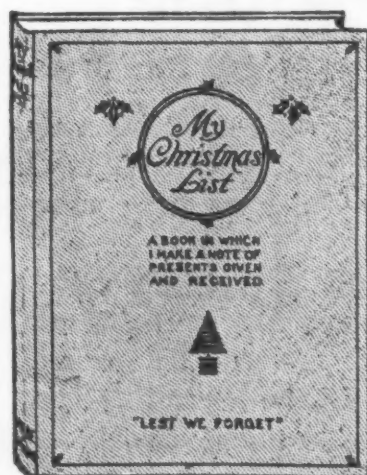
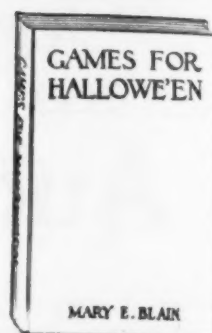
HALLOWE'EN IS OCT. 30th

This book is the first adequate response to the demand for a book devoted exclusively to Hallowe'en entertainments. From cover to cover it is replete with suggestions, including everything from appropriate invitations to decorations characteristic of the day.

Size, 4 $\frac{5}{8}$  x 6 $\frac{3}{4}$  inches.

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SPECIAL ATTENTION TO RUSH ORDERS



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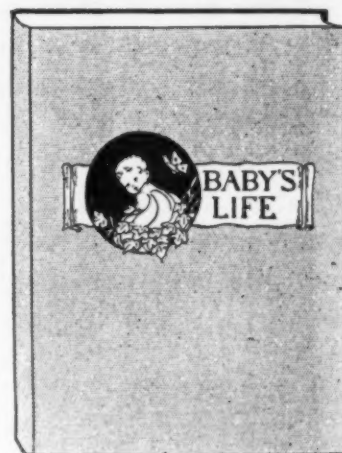
A book in which to record presents given and gifts received, to serve as a reminder so that you will not thank one person for a gift received from another, or duplicate presents.

It is also intended that one shall jot down in this book at any time of the year, a memorandum of what suggests itself as being a suitable present for another, to be referred to at Christmas time.

Pages are decorated with appropriate holly wreath and berry design in two colors, with space for entering the names, gifts given to and received from friends, and date of acknowledgment.

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This year's Fisher Book is more attractive than any that have preceded it—perhaps because the girls themselves have grown in grace and beauty and the artist has thereby been inspired to outdo himself. Anyhow, here we have the most bewitching faces—a great big bevy of them—smiling out from broad pages. Opposite each is a poem that fits its subject by Miss Carolyn Wells, whose clever and sparkling verse has long been deservedly popular.

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"Wild heart, child heart, all of the world your home,  
 Glad heart, mad heart, what can you do but roam?  
 Oh, I'll beat it once more in the morning, boys.  
 With a pinch of tea and a crust;  
 For you cannot deny  
 When you hark to the cry  
 Of the wan-der-lust."

This is by no means the finest poem included in Robert W. Service's latest success, "Rhymes of a Rolling Stone," but it fairly represents the call—primitive and inspiring and full throated as the blare of a trumpet—with which the author, admittedly a rover himself, appeals to the roving instinct implanted deep in the natures of healthy men. The author sings in a strong, free, sturdy spirit that appeals to all virile men, and which has made him one of the most widely read of recent poets.

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The novel is written by one who knows intimately the life of which he tells. It is genuine literature, not merely entertaining fiction, because it faithfully interprets life. There is atmosphere throughout that causes the reader to feel the environment in which the characters move. And those characters, as well, are made alive. The men are strong and brave; good men to meet in real life, good men to meet here in these pages.



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## TWIN BEDS

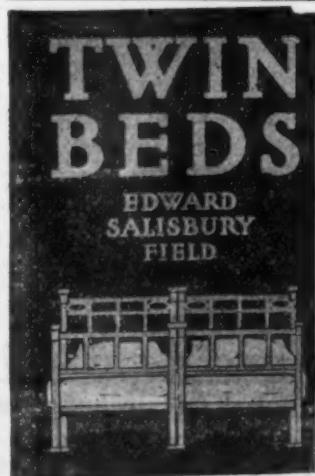
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Author of "A Six-Cylinder Courtship," etc.

**G**ENUINE humor is the rarest thing in literature. Genuine humor that is absolutely wholesome is rarer still. It is this quality that makes "Twin Beds" a masterpiece of its kind. It has genuine humor in every line of it, and throughout it is absolutely wholesome.

Usually, there is only a limited appeal in any particular humorous writing. Tastes are various, and by so much the field of the individual humorous story is restricted. But "Twin Beds" offers rollicking merriment for all. Its charm is of a universal sort. Here is mirth for the man, and for the woman; for the married, and for the single; for the foolish, and for the wise.

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# WHO'S WHO IN FICTION

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Arnold Bennett, who spent most of last year in sunny Cannes, has taken a place near the little Essex village of Thorpe-le-Soken. It is within easy motoring distance of London, which is the scene of the latest exploits of the redoubtable Edward Henry Machin (the audacious "Denry"), as chronicled in the new Bennett book, *THE OLD ADAM*. In *THE OLD ADAM* all of Denry's effervescence, too long bottled up in the Five Towns, breaks loose, and descending on London, he writes: "I come, I see, I conquer."

*The Old Adam, Net \$1.35*

## BIRMINGHAM

The wittiest man in Ireland (which means the wittiest man anywhere) is undoubtedly the Reverend J. O. Hannay, who writes under the pen name of "G. A. Birmingham." Canon Hannay, whose home is at Westport, County Mayo, Ireland, is visiting the United States this autumn. His latest book, *GENERAL JOHN REGAN*, is fully as laugh-provoking as those that preceded it.

*General John Regan, Net \$1.20*

## BLYTHE

Samuel G. Blythe talks to over two million people every week. He does it in his portraits of people—men of affairs—whom he holds up to the public view under the sign board "Who's Who—and Why," in "The Saturday Evening Post." Mr. Blythe has been on the editorial staff of that magazine since 1907. Before that he was chief of the Washington Bureau of the "New York World." He has "covered" every national convention since 1892, and knows every man in politics, from peanut to presidential size. It is no wonder, then, that Mr. Blythe's first novel should be the story of a man in politics. And it is no wonder to those who have read Mr. Blythe's articles, that it is a stirring, fascinating, "man-size" drama.

*The Price of Place, Net \$1.25*

## BRIDGES

The traveller through the wonderful Dartmoor region of Devonshire in southern England may chance upon the lovely little village of Princetown. It is in a historic countryside, but it is chiefly of interest to-day as being the home of Victor Bridges, author of the most thrilling yarn that has been spun in an age. It is called *ANOTHER MAN'S SHOES*. Don't begin reading it unless you are prepared to read it through. You can't stop when you once begin.

*Another Man's Shoes, Net \$1.25*

## BAILEY

H. C. Bailey was coxswain of his college boat (Corpus Christi) at Oxford and has been a special correspondent for London journals during naval and military manoeuvres at home and abroad. When he writes such a novel as "The Sea Captain" he may be depended upon to put into it all the light-heartedness of youth and the splendid adventure of the sea. *THE SEA CAPTAIN* is undoubtedly the most thrilling of Mr. Bailey's thrilling novels. It is a glorious tale of thundering sea-fights, with love-making in the pauses of the cannon's roar.

*The Sea Captain, Net \$1.25*

## BEGBIE

Away down on the south coast of England, not far from the Isle of Wight, is the quaint old fishing port of Swanage. Corfe Castle overlooks it, and the waves of the Channel wash its quays. Swanage is the home of Harold Begbie, author of the new and glorious historical romance, *RISING DAWN*. *RISING DAWN* thrills with tremendous life—the dawning life of the new England of the fourteenth century, and age of great men and great deeds.

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J. E. Buckrose, a woman who has demonstrated in each one of her novels that life is sweet and wholesome and joyous in spite of all, lives in Hull, half way between the broad salt estuary of the Humber and the waves of the North Sea. The bracing sea air blows through her stories, and they are as delightfully sweet as her own garden-cloister. Her most recent story, *BECAUSE OF JANE*, bubbles over with love and fun.

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# WHO'S WHO IN FICTION

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Immortal Sherlock Holmes was created in London; the latest character born of that magic pen is "Professor Challenger," the central figure of Sir Arthur Conan Doyle's latest book, *THE POISON BELT*. *THE POISON BELT*, a grimly exciting tale, was written in Windlesham, Sussex, Sir Arthur's present residence. It promises to rival Sherlock Holmes in popularity.

## COMFORT

*The Poison Belt, Net \$1.20*

Will Levington Comfort is regarded as one of the most vital forces in American literature to-day. His novels are always stimulants to mind and soul, as well as being rich with thrilling action. His latest novel, *DOWN AMONG MEN*, is a magnificent conception of manhood of the highest type, given its birth by womanhood that has ascended the same peaks of spiritual achievement. The two lovers in *DOWN AMONG MEN* are new and masterly creations. You must know them.

*Down Among Men, Net \$1.25*

## COBB

An English magazine hearing that Irvin S. Cobb was born in Kentucky but had (later) taken up his residence in New York, referred to him recently as "a South American who has gone to live in the North." To the American public, however, Irvin Cobb is known as the one writer who catches thoroughly the spirit of the whole United States. He stands first in the hearts of millions of readers because of his marvelous presentments of the humor, the tragedy, the warm-heartedness of daily life in every part of the nation. His latest book, *THE ESCAPE OF MR. TRIMM*, is as fascinating as *BACK HOME*, the novel which preceded it.

*The Escape of Mr. Trimm, Net \$1.25*

## HAMILTON

Cosmo Hamilton is an Englishman, but the success of his novels and plays in America keeps him much of the time in this country. His new novel, *THE DOOR THAT HAS NO KEY*, is a profound and fascinating comment on "the game of marriage" as it is too often played in London and New York. The hero is a man who is "too" honest—and his wife is a society beauty. The smash comes—but which of the two was right? Cosmo Hamilton has handled the problem so dramatically that this novel is being discussed wherever men and women meet.

*The Door That Has No Key, Net \$1.25*

## LANCASTER

G. B. Lancaster is an Englishwoman who has stepped to a place among novelists of note by her latest story, *THE LAW-BRINGERS*. It is a romance of the Canadian wilderness, tremendous in its strength and beauty. Its men and women play out a great drama of love and heroism, staged in the majesty of the Canadian frontier. *THE LAW-BRINGERS* is a novel to be long remembered.

*The Law-Bringers, Net \$1.35*

## WALPOLE

In the English "Who's Who" there are named five Walpoles, including one earl, one former chief justice of Gibraltar, one high official in India, one bishop, and the librarian of the House of Commons. It is safe to say, however, that the name of Hugh Walpole, novelist, will be more widely known than any of the other five. Hugh Walpole's great novel, *FORTITUDE*, sets him in the first rank of writers to-day. Hugh Walpole lives in London—*FORTITUDE* is of world-wide interest.

*Fortitude, Net \$1.40*

## ORCZY

In Maidstone, Kent, some thirty miles southeast of London, is "Snowfield," the charming home of Baroness Orczy. Here the gifted playwright and novelist, born in Hungary, but educated in Brussels, Paris and London, has done most of her work. Her latest novel is *EL DORADO*, the long promised and eagerly expected novel of the further adventures of The Scarlet Pimpernel.

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- ¶ The window will sell books for you and it is yours for the asking. We have but a limited number. If you want the material, do not delay.
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FIFTH AVENUE, NEW YORK



## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

October 11, 1913

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."*—BACON.

### THE BORDER LINE OF PRICE-CUTTING.

A puzzled bookseller puts to us the following query:

"As an advertising device I recently tried the stunt of putting in my window a half dozen new novels I was featuring, and advertising that there was a new, crisp dollar bill in five of the volumes. The books were sold in the order in which they were stacked in the window. The purchasers were asked to report the finding of the bills, and the names of the lucky ones were published after the one hundred books were sold.

"Although hardly original, the window attracted a lot of comment; and was in every way successful. Much to my surprise, however, one of my local competitors got after me in no uncertain fashion, charging me with cutting prices (two of the five books in the window being net books).

"I pointed out to him that the books in question were being sold at the full list prices and that I had charged the five dollars in question directly to a special advertising account I keep.

"My competitor—a man whose trade integrity I respect very highly—still insists, however, that my advertising device is really an evasive discount. I cannot see it. If five dollars spent in new bills to advertise a book is a discount, why not five dollars spent to advertise the same book in the paper? But I am a stickler for net price maintenance; I don't want to even seem to break over the line. How about it?"

Our answer to him was three-fold: that such an advertising expense did not seem to us, strictly speaking, price cutting; but that we considered any advertising or selling plan involving the lottery principle very poor business,

considered purely as business; and that, so far as price cutting went, the Biblical admonition to "avoid even the appearance of evil" might well apply in his case.

It need hardly be added also that there is a difference between five dollars spent for newspaper advertising and five dollars spent in this premium way—the vital difference that, in this bookseller's case, the money is returned to the original purchasers of the books.

THE same question arose in slightly different form in the case of a middle western department store running a flourishing book department, and using trading stamps. Objection was made that the trading stamps—this was in fact the argument of the store itself—represented a "profit-sharing rebate granted customers in proportion to their purchases." So far as this rebate was given on purchases made up wholly or partly of net books it was, asserted the complainant, a method of illegitimate price cutting. The department store happened to be a sincere and thorough believer in price maintenance, but it was also a thorough believer in the advertising value of trading stamps. It was manifestly impossible for the store to exempt its book department from the trading stamp privilege. It was naturally puzzled what to do; but, so far as the PUBLISHERS' WEEKLY is aware, is still giving trading stamps.

### POST MASTER GENERAL MOVES TO INCLUDE BOOKS IN THE PARCEL POST.

As we go to press word comes from Washington that changes in the postal rates to admit books and printed matter in the parcel post have been submitted by Postmaster General Burleson to the Interstate Commerce Commission. The commission has ordered an investigation and has allowed those interested until October 20 for filing statements or requests bearing upon the question. It is not improbable that the commission may hold a public hearing.

### FIXED PRICES VERSUS CUT PRICES. A DIGEST OF A RECENT SYMPOSIUM ON THE SUBJECT IN "THE OUTLOOK."

The Outlook of May 24, 1913, asked eight questions on the subject of Price Regulation, and said that they would resume the discussion at a later date and print some of the replies received.

In a recent issue the results of this questionnaire were digested, many of the replies being quoted from at length. Together they so fully reviewed the fundamental arguments for and against price maintenance that it seemed worth while to summarize them here.

The consensus of opinion shown by the

responses seems to be emphatically in favor of the principle of fixed, or maintained, prices, while at the same time strongly advocating such governmental control as will prevent an agreement between manufacturers for raising prices unduly; but there are naturally a few correspondents who, for one reason or another, are opposed to the policy of fixed prices. Most of the replies maintain that price-cutting works ultimately to the injury of the consumer and the dealer as well as of the manufacturer, and that, although small amounts are saved by the purchaser from time to time, in the long run the public loses rather than gains by the practice. Letters have been received from manufacturers, from wholesale and retail dealers, and from consumers. Among the first named are replies from Mr. R. D. Eastman, of the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan, and from Mr. H. M. Fry, of the Narrow Fabric Company, manufacturers of Nufashond shoe laces and lingerie braids. Mr. Eastman speaks from the standpoint of a manufacturer, and considers primarily the right of a manufacturer to maintain a fixed price on the article he produces, because of the fact that through his advertising of the article he creates a market for the retailer, and that by cutting the price the value of his product is lowered in the estimation of the public. His claim is that in connection with a very widely advertised branded article the dealer is not so much a seller as an agent or distributor, as the goods are virtually sold for him, in advance, by means of the advertising, and that all he has to do is to carry a supply of the goods and act as a medium through which they reach the consumer.

In his general discussion of the subject Mr. Fry says:

"Your very interesting article on 'Fixed Prices versus Cut Prices' has attracted my attention, and, being interested in nationally advertised goods and price-maintenance, I wish to call the attention of your readers to one or two aspects of the price-cutting question that are usually overlooked by the consumer, especially the injury and hardship which price-cutting works to the ultimate purchaser of any advertised commodity. We all admit that to stand the test of time advertised goods must be products of standard value, if not exceptional value, and must have the confidence and guarantee of their makers; otherwise the money spent for advertising would be lost, as it is not the first sale but the continued use of advertised goods that makes an advertising campaign successful. The retailers and jobbers both recognize this fact, and use it to great advantage in pushing the sales of unadvertised goods which net them a larger margin of profit. As an example, in our local town one of the large department stores recently used in a full-page advertisement Ivory soap at three cents per cake and Pebecco tooth paste at thirty-five cents per tube as a bait to lead the public to believe that a hundred other items mentioned in the same advertisement were equally underpriced, and these two extensively advertised and standardized articles were placed in a

false light, and the public led to believe that the merchant who is maintaining the regular price is making too much profit; and, as a consequence, the consumer purchases unadvertised goods of inferior quality at a lower price, except when the advertised goods are being used as a bait, in which case they are usually sold at cost, and sometimes at less than cost, as an advertising proposition.

Another significant letter is from Mr. H. V. Army, a professor of chemistry, but formerly a retail druggist in New York City, and later secretary of a druggists' association. While Mr. Eastman and Mr. Fry look at the question from the point of view of the manufacturer, and argue the right of the manufacturer to maintain the price on his product, Mr. Army looks at the question from the standpoint of the dealer and of the consumer, and while favoring fixed prices for the consumer, also strongly advocates uniform prices as between manufacturers and dealers. He is vigorously opposed to the special prices for quantity made by many manufacturers of otherwise fixed price articles, which unjustly discriminate against the small dealer.

#### THE EIGHT QUESTIONS.

Here were the *Outlook's* original eight questions:

1. Are fixed prices ever desirable, and if so, when and where are they desirable?
2. What have been the history and procedure of civilization in fixing retail prices?
3. Have we in this country now a recognized commercial system of fixing retail prices?
4. Is there any revolt against that system? If so, what is the revolt and what are its causes?
5. Are the manufacturers justified in their fear that public opinion, either led by or expressed in Government action, is planning to destroy the system of fixing retail prices?
6. Should we strive to prevent this destruction, and if so, how?
7. If we do prevent it, shall we be content with the procedure of the last twenty-five years for the fixing of retail prices, or shall we adopt some new methods of procedure?
8. If we desire some new methods of procedure, what shall they be?

A number of correspondents replied to the *Outlook's* questions point by point. Here is one example:

#### THE RIGHT OF THE MANUFACTURER TO MAINTAIN PRICES.

1. Price-maintenance, whether by a manufacturer in a competitive field, a monopoly, or a combination, consists of two elements, the fixing of the price in the first place, and the maintaining of the price in the second place, so that it is the same to all purchasers at all places and at all times. A general rule may be laid down that no price-fixing is desirable which is not regulated and controlled by the law of supply and demand. Where competition exists the law of supply and demand works freely; where competition is stifled the operation of the law of supply and demand is defeated. Consequently it is undesirable for monopolies or combinations arbitrarily to fix





A LOS ANGELES WINDOW DISPLAY OF HALL CAINE'S LATEST.

or determine the price of commodities. On the other hand, no danger can be apprehended from the fixing of prices by a manufacturer in a competitive field. That manufacturer does not actually fix the price on his commodity. It is fixed for him by inexorable natural laws which he dares not disregard.

But the *maintenance* of prices after they have been fixed, no matter how or by whom, is highly desirable. Regardless of the right of the manufacturer to control the price, upon which subject more may be said, the maintenance of a system of uniform prices throughout the entire market for a specific article, so that no dealer or purchaser may have any buying advantage over another, is surely a desirable thing. . . .

2. . . . The history of price-maintenance is synchronous with that of advertising. Twenty or thirty years ago the question could not be raised as it is raised to-day. Price-maintenance was an unknown thing, because advertising was then an unmeasured force. It is only with the development of that great selling force to its present vast proportions that price-maintenance has become the manufacturer's right and necessity. For advertising has provided the manufacturer with the means of bridging the chasm previously existing

between him and the consumer, of selling his own goods in a very literal sense before they leave the factory—of selling them even before they are made. Advertising has created new channels of merchandising. The old doctrine of *caveat emptor*, "let the buyer beware," has given place to the modern guarantee which stands behind most advertised trade-marked goods, and to the implied guarantee which stands behind every brand of advertised goods, in that the producer places his name and the reputation of his business in jeopardy unless he most rigidly maintains quality and value.

The history of maintained prices in the United States is just beginning to be written. The new channels of merchandising which the great selling force of advertising has created are just beginning to be charted and to be given a place upon the commercial map. Laws which were built to conform to old methods of selling are being rebuilt and remodeled to fit the new conditions. Though the science of advertising has reached a higher plane in America than elsewhere

in the world, the American lawmakers are still behind Canada, Germany, and Denmark in their creation of new rules to fit the new times. New conditions must create new remedies, and it is only reasonable to expect that out of the present chaos a new and modern legal system will be born.

4. . . . Let us admit, for the purpose of this discussion, that there is a well-grounded and well-warranted revolt against price-fixing or price-manipulation by the trusts, and proceed to the consideration of the real question at issue in *The Outlook's* query—whether there is a revolt against *price-maintenance* by manufacturers, and, if so, what it is and what are its causes. . . . Speaking from intimate knowledge of the experience of one manufacturer who has been extremely active in maintaining a uniform price on his product (the Kellogg Toasted Corn Flake Company), I can say that this manufacturer cannot recall a single instance of a complaint from a *consumer* about prices.

Indeed, there is no conceivable reason why the consumer should complain. The intelligent manufacturer, in establishing and maintaining the retail price for his product, must of necessity consider the consumer first of all. His success in business is measured by his

success in pleasing the consumer. If he maintains too high a price, his competitor will get the business. . . .

Is there a revolt against price-maintenance on the part of *tradesmen*? In a general sense this question may be answered as emphatically in the negative as the first. The manufacturer above referred to recently took a straw vote on the question of maintained prices from his dealers. There were over twelve hundred votes in favor of price-maintenance, with only eight against. . . .

6. Price-maintenance is the very essence of Americanism—a guarantee of equal rights for all and special privileges to none. It is the embodiment in trade of the cardinal principle of equality, and as such it is a principle that Americans should be willing to fight for.

8. I should say that the method is not nearly so important as the object to be attained, and that the object should be to secure the recognition of advertising as a legitimate and economical selling force, and to establish the fact that the manufacturer of an advertised, trade-marked article actually retains title to that article until it passes into the hands of the consumer. Advertising is selling; but by many people, and particularly, I take it, by the legislatures and courts, it is still looked upon as "merely advertising"—an intangible something that the advertiser recklessly pays his money for, and that in some way tends to increase the high cost of living. If we can once get the legislatures and the courts actually to recognize the fact that *advertising is selling*, the whole controversy over the right of the manufacturer to maintain retail prices, and doubtless many other important points as well, will be finally settled.

R. D. EASTMAN,

Kellogg Toasted Corn Flake Co.  
Battle Creek, Michigan.

#### UNIFORM PRICES MEAN JUSTICE FOR ALL.

1. As to your question No. 1, I will say that uniform prices are not only desirable but are also absolutely essential to the future well-being of every person in our land, provided such price fixing is done under governmental supervision and includes a minimum as well as a maximum selling price. The need of a maximum standard is apparent to all who feel the pinch of the high cost of living. . . . As to a minimum selling price, the writer need merely cite a personal experience of the past few months when, getting a well-known baby food from a druggist friend at the actual cost price (as far as that druggist was concerned), he afterwards learned that "Jones's Department Store" would deliver it at his door for fifteen cents less than the regular wholesale price. How does Jones make his philanthropy pay? While the small retailer pays the regular wholesale price for the proprietaries he sells, the department store has the advantage of quantity lot discounts, which in the transaction under consideration amounted to considerable over the fifteen-cent cut "below wholesale cost price." This "quantity discount" is as pernicious as railway rebates, and like such rebates will eventually be legislated out of existence.

But Jones is not equally philanthropic on all his sales. . . .

2. As to your second question, I need only cite that the German Government has for many years fixed the retail prices for all drugs, even to the extent of designating what must be charged for bottle, cork, label, or ointment box used in dispensing the medicine. Such list, revised each year, furnishes a curiously interesting supplement to the German drug journals.

3. Many conscientious efforts have been made by groups of pharmacists toward fixing prices on the basis of legitimate profit, but up to now such efforts have met with only temporary success. A drug association of national extent, in a perfectly open and well-meant effort in that direction, felt the strong arm of the national government some six years since, on the grounds that such price-fixing was in contravention of the Sherman Law. Local efforts to fix prices by mutual consent have been made scores of times in the writer's experience, but after a few weeks or a few months of success the end was failure. . . .

4 and 5. Questions four and five can be answered together as far as the drug business is concerned, and that in several ways. In the first place, the recent decision of the Supreme Court in the case of the Bauer Chemical Company vs. O'Donnell seems, upon superficial examination, to show that even the owner of a patented product has no right to dictate the retail selling price of his commodity; while efforts to fix retail prices by retail dealers are ever held as violations of the Sherman Law. The revolt against retail price-fixing is directed against unjust, or at least unexplained, causes of price changes. For instance, the coal men may be able to explain why a fifty-cent raise followed a seventeen-cent raise in cost of production, but we consumers, at least, have not been enlightened on the subject. In short, the crux of the situation is that retail prices should be fixed, but only with due regard to cost of production, legitimate profit of the dealer, and protection of the public against extortion. . . .

H. V. ARNY,

Professor of Chemistry, Columbia  
University College of Pharmacy.

New York City.

#### A PROTEST AGAINST FIXED PRICES.

1. No. They (fixed prices) tend to produce mediocrity, to foster inefficiency, and to discourage ambition. One objection to the fixed price for labor is that it tends to pay the inefficient man the same as the efficient, to prevent a good workman from producing a greater volume and thereby increasing his value as he decreases the unit cost. So with fixed prices for the merchant. A dead level usually ends in stagnation. Further, fixed prices bring about an inquisitorial and spy system to find out who may be "breaking over," and tend to produce a "nation of liars."

2. The history of the fixed price system shows that it is the inchoate effort toward securing a monopoly for some particular article of merchandise. A manufacturer (by



immense advertising attempts to create in the public mind an hallucination that his brand is the best; that all other similar products are frauds, shams, and counterfeits. "Accept no substitute," "Don't take others, just as good," "Look for the signature," on each package are current advertising phrases used generally with the so-called fixed-price articles. The idea of the manufacturer is not primarily to serve the public with merchandise, but to sell it his trade-mark on each package at what he considers its value. It is a safe rule that highly advertised articles show less actual unit value at the fixed consumer's price than any others.

3. There is undoubtedly a concerted effort on the part of the owners of proprietary articles to fix retail prices. Also to compel the jobber and retail merchant to handle these goods on such a slim margin that no net profit is left after deducting the expense of doing business. The retailer knows this, realizes that these goods are unprofitable for him to handle, and that it is better to sell them at cost for advertising purposes, and thereby bring customers for other business. . . . Both the jobber and the retailer will be only too glad to see most of these fixed-price articles sold direct by the manufacturer, and the only reason he does not do it is that the cost of distribution in this way is prohibitive. . . .

4. There is undoubtedly a tremendous revolt against the oppression of the fixed-price system. Numerous suits have been brought by both wholesale and retail merchants to protect themselves from fines, black-listing, etc., and in every case the manufacturers have been defeated when they tried to control the re-sale price after title had been regularly passed. The merchants feel that the manufacturer has no more right to interfere with their business by dictating re-sale prices than they have to dictate to the manufacturer by fixing his original selling price. The whole policy is un-American and can never be saddled permanently on this country. . . .

5. Manufacturers are undoubtedly justified in believing that the fixed-price system is gone for good. It was a right they arrogated to themselves without ever having any legal or moral justification for it. It was used oppressively and arrogantly, and many retail merchants and jobbers have good cases for the recovery of legal damages by reason of the treatment meted out to them. The advertising manufacturers are spending huge sums of money for publicity in order to stir up sentiment in their favor and have their intended victims actually plead for a chance to be shorn.

8. An effective method would be to give the Bureau of Commerce the right to hear applications from manufacturers desiring to vend articles at fixed re-sale prices, and where found advisable to grant them a license for a year at a time on the following conditions:

1. Require each manufacturer to file with his application his bare manufacturing cost of the article (not including advertising), the price at which he proposes to sell it to the jobber, the jobber to the retailer, and the retailer to the public. . . .

2. Where, to designate the article to be sold, a

proprietary name is used which conveys no proper idea of what the article is, insist on the familiar English name being given in addition.

3. Prevent false and misleading statements being used in connection with the advertising of the article.

4. In the case of patent medicines and other goods of this class forbid such manufacturers the right to interstate transportation, the use of the mails, and also papers or magazines that accept their advertising the use of the mails, when false and misleading statements are given as to the effect of these medicines.

5. Require a sufficient fee for the license to pay the expense of the Bureau in carefully investigating each application, and thereby make the service self-sustaining.

JOHN D. HOUSTON,  
Wholesale Grocer.

Pittsburgh, Pennsylvania.

#### A PRACTICAL EXPERIENCE

In connection with your editorial in the May 24th issue of *The Outlook* on "Fixed Prices versus Cut Prices," and the article by Mr. Nims on "Price Protection and the Consumer," I venture to mention a somewhat amusing but rather irritating little experience which I met with recently. I was in the manicuring and hair-dressing department of one of our New York shops, and, noticing an attractively arranged case filled with toilet articles, asked for a tube of Kolynos tooth paste, for which I was charged nineteen cents. The published or marked price on this tube was twenty-five cents, which seems to be the usual marked price for many similar articles. On my way out of the store I noticed a bargain counter of toilet articles in the aisle on the main floor, and to my surprise found Kolynos displayed there with a special price card offering it at *fifteen cents* per tube; thus in the same store there was a difference of four cents on the same commodity! Very likely this may not have been intentional, but due to an oversight in that the price had not been reduced on the Kolynos paste tubes sold on the second floor; but it was a concrete evidence of the discrimination that constantly exists where price-cutting is indulged in.

It is undoubtedly "dear to the feminine mind" to save three or four cents on an article of this sort, and whenever we do so we feel considerably elated, but it is also undoubtedly an unnatural and unhealthy condition of affairs looked at from a broad standpoint.

It seems to me very doubtful, however, whether many articles the prices of which are commonly cut are actually worth the price which the manufacturer has put upon them, and therefore, if the manufacturers of such articles should be allowed to insist that all dealers sell the goods at a uniform price, there would necessarily have to be a readjustment of prices to meet this situation; but very likely this would naturally follow through the ordinary channels of competition, for the public would refuse to pay what seems to them too high a price and buy instead other articles sold at a somewhat lower price.

#### A WOMAN READER.

In addition to the letters already named, the *Outlook* received a considerable number giving more or less detailed replies, but reaching much the same conclusions, the majority being in favor of fixed re-sale prices. Mr. William H. Duff II, of P. Duff & Sons, canners of

molasses, Pittsburgh, Pennsylvania, says: "Among the people—in the minority, we hope and believe—exists the idea that fixed prices mean arbitrary action by manufacturers and illegitimate profit. And unhappily an impression of that character seems to have taken hold of some of our government officials. It seems perfectly safe to say that no manufacturer can succeed with his product, if guided only by the legality of fixed prices, if he attempts to get illegitimate profit. The law of averages, if nothing else, will hinder him. And without fixed prices, that unwise, misguided element amongst merchants can seriously disrupt business."

Mr. F. Palmer Church, of Cleveland, Ohio, author of "Modern Business Methods," writes: "It would be a good public policy if the State could fix a minimum price at which certain commodities shall be sold; that is the effectual way to prevent monopolies or combinations in restraint of trade. The only evil in big business is that it operates over such a wide territory and does such a volume of business that it can monopolize the raw material; and when a small competitor seeks to get started, the big business can cut its life short by selling in the particular locality of the small would-be competitor at less than it costs the big business to produce the commodity. Such is the method of stifling competition, and it is against public policy. . . . If we found it possible thus to fix a minimum price at which a commodity can be sold, it would largely or wholly abolish the element of price competition, and leave the competitors to compete only in making as good a commodity as they can at the fixed price, or within the fixed price."

A woman storekeeper in a small New England town, who signs herself "Fairplay," says: "I think fixed prices would overcome many of the difficulties which the smaller dealers like myself have to meet. On National Biscuit goods prices are fixed, and while our profit is less than on many other things, no one thinks of complaining, and the company practically sells them for us by its advertising."

Mr. R. Winger, of Flint, Michigan, believes that "fixed prices are desirable on every article of real merit at all times."

Mr. A. G. Palmer, of Wrights, California, favors fixed prices if they are low enough to benefit the consumer and high enough to insure the farmer a fair return for his product, but he thinks the manufacturer does not need such protection. He speaks from the standpoint of a farmer and a consumer and thinks that "in the fixing of retail prices on proprietary and staple articles the persons to be given first consideration are those who wrest from the earth the raw materials and the consumer."

On the negative side of the question are Mr. E. L. Feinberg, of Chelsea, Massachusetts, and Mr. Alexander H. Meyer, of a firm of shoppers for department stores in New York City. Mr. Feinberg is in favor of price-cutting where it is truthful, though he is opposed to "fake" price-cutting. Mr. Meyer seems to take it for granted that if price-protection

were secured it would necessarily mean excessively high prices. Mr. Meyer refers at considerable length to the question of advertising, but takes the opposite view to that of Mr. Eastman and Mr. Fry. Mr. Meyer thinks that we are in a period of extravagant advertising, and that the "high cost of living can be accounted for in a great measure by the vast sums spent for advertising," and in this connection he protests against what he considers the excessively high and unregulated advertising rates charged by some magazines and newspapers. He says: "Price-protection would be clubbing the consumer into poverty and the makers into vaster riches, now already too vast." On the affirmative side, Mr. D. R. Wilson writes: "Fixed prices are always desirable where they are not used to foster a monopoly. It is the only square deal to the manufacturer, the jobber, the dealer, and the consumer". . . .

#### THE EMPLOYMENT BUREAU OF THE BOOKSELLERS' LEAGUE.

MR. B. W. HUEBSCH, Chairman of the Booksellers' League's Committee on Booksellers' School and Employment Bureau, sends in the following:

"In the last few years the Booksellers' League has attained an unusual degree of success as a social organization and has proved a congenial ground where competitors meet to exchange opinions and information. Thus it has made for mutual helpfulness and trade solidarity."

"The Board of Managers, recognizing the opportunity afforded by this closely knit organization, authorized the Booksellers' School, which has been conducted successfully for more than a year. New and far-reaching developments in this enterprise will soon be announced."

"The purpose of this communication is to call attention to a field of usefulness in which the League has hitherto been only nominally active. I refer to the Employment Bureau which, reorganized, is at the service of the trade at practically no cost but a nominal registration fee. Rightly used the Bureau will prove a great time saver for both employer and employee. Booksellers and publishers desiring assistants will know that those who are available have registered, and a clerk seeking a situation will know that the store having vacancy has made its wants known. This service is not necessarily confined to New York City."

"Mr. Theodore E. Schulte, of 132 East 23d Street, has consented to act as manager of the Bureau and will give the benefit of his experience to such applicants as may register in person. He has now on file applications from experienced salesmen and saleswomen, cataloguers, correspondents, packers, shippers, etc., and he has also a record of several desirable openings in bookstores. During the summer he succeeded in effecting several satisfactory combinations."

#### VOCABULAIRE TECHNIQUE DE L'ÉDITEUR.

Copies of the "Vocabulaire Technique de l'Éditeur," which has been in course of prepa-



ration for a number of years, have just reached us and are ready for distribution. At the seventh session of the International Congress of Publishers the Executive Committee presented a tentative compilation listing in French the technical terms of the publishing business. The preparation of the present polyglot volume was then started, the various publishers' associations undertaking the work of giving in their own languages uniform translations of the French terms. The seven languages included are French, German, English, Spanish, Dutch, Italian and Magyar. Each word is defined in French in all its meanings, the several translations, in cases where more than one are necessary, being clearly numbered. The arrangement is alphabetical, according to the French term, but at the back of the volume separate vocabularies of the six languages are given. These vocabularies refer by number to the terms listed in the main French alphabet, so that the foreign equivalent of any English term or the English equivalent of a foreign term may be quickly found. A few pages of appendices give information of interest to publishers—the sizes of paper used in foreign countries, proof-reading signs, copyright notes, etc. The volume runs to 365 pages and is 9x11 1/2 inches in size, with black binding, 3/4 leather, and gilt top. Its value to all firms connected with the publishing trade is apparent. The R. R. Bowker Co. are the American agents for its sale.

#### JOURNALISM IN GERMANY.

THE daily which enjoys the largest circulation in Germany says the *American Printer* in an interesting summary of the journalistic situation in that country is the *Berliner Morgenpost*, of which 400,000 copies are sold, the *Kölnische Zeitung* and the *Berliner Lokal-Anzeiger* each have a circulation of 250,000, the *Leipziger-Tageblatt* 200,000, the *Berliner Tageblatt* 150,000, the *Berliner Morgenzeitung* and the *Berliner Zeitung am Mittag* 100,000 each, while the *Neueste Nachrichten* of Munich has a circulation of 115,000 copies. By way of comparison, it may be mentioned that the *Petit Parisien*, published in Paris, is sold to the extent of 1,200,000 copies, but this paper is read throughout all of France. There are a great many illustrated periodicals in Germany, the principal ones being the *Berliner Illustrierte Zeitung* (circulation 700,000), *Die Woche* (400,000), *Simplicissimus* (100,000), *Jugend* (70,000) and the *Guckkasten* (30,000). The number of periodicals is increasing all the time; every art, science, industry, trade, etc., has its special publications. They are carefully edited, appear regularly and are often gotten up very expensively. Germans are great readers. There is hardly a home in Germany without a Bible and the great classics, Goethe, Schiller, Heine, etc. The enormous number of periodicals printed in Germany is brought home at any of the cafes, where usually from fifty to one hundred political and illustrated periodicals can be found. There is one cafe in Leipzig near the St. Thomas church, where four hundred and fifty

current periodicals from all countries and about two hundred different directories are on file. The periodicals are bound in a binder bearing the title of the publication and hung on sticks from the wall under proper signs indicating the country of origin. Everybody helps himself to whatever papers he wants to peruse, seats himself at a table and orders his drinks. There is no orchestra, no noise, not even conversation—nothing but the silent tread of the waiters who walk on rubber soles; woe to the vulgarian who dares to talk!

German papers are very large and cater to advertising in much the same way as American and English periodicals do. There is an embarrassment of riches in the way of reading matter in them. Some large dailies sometimes contain forty, fifty or even sixty pages in one issue; interesting and important news items are not displayed so conspicuously as they are in American papers; the text is too closely printed and there are no illustrations. They are read with great avidity nevertheless; on the streets and in the tramway cars, especially before the offices and shops are opened, clerks and workmen can be seen reading the news of the day and devouring the literary portions of the papers.

#### BOOKTRADE ASSOCIATIONS

##### BOOKSELLERS' SCHOOL.

THE first session of the Booksellers' School for the present season will be held on Tuesday, October 21st at 7 P.M., at Scribner's new store on Fifth Avenue, near 48th Street. The speaker will be Mr. R. B. G. Gardner, manager of the Publishers' Co-operative Bureau. The subject of his address and other details will be announced next week.

##### BOOKLELLERS' LEAGUE.

The first of the Booksellers' League's series of dinners this year will be held next Wednesday evening, October 15th, at the hotel Brevoort. The speakers of the evening will be Claude E. Leland, Supt. of Public School Libraries, Chas. A. George, and Dan Crawford.

The chairman of the Entertainment Committee of the league states, by the way, that the programs for all the dinners of the coming year have been completed.

#### OBITUARY NOTES.

GEORGE PHILIP PHILES, old book man, cataloguer, bibliographer and editor of *The Philobiblion*, died at his boyhood home at Ithaca, N. Y., September 11th last, aged 85 years.

WILLIAM ROHDE, of Rohde & Haskins, booksellers and stationers, 16 Cortlandt Street, New York, died at Sanford, N. C., on Saturday, September 27th. He had been an invalid for more than a year and unable to attend to business but little for many months. Mr. Rohde, who was about fifty-seven years old, started in the book business as a list boy for the old house of Leggat Brothers. In 1886 he formed a business partnership with Frank McHale and the Hon. John Whitehead of Newark, N. J., and opened a bookstore in Cortlandt Street, dealing in both old and new literature along the lines of the old Leggat

concern. Later the firm became Rohde & Haskins, a corporation, of which Wm. T. Pitt, of the Thomson-Pitt Co. is now president. Mr. Rohde leaves a widow and two married daughters.

#### LITERARY AND TRADE NOTES.

SEYMOUR EATON, of Booklovers' Library fame, is now doing special work in the circulation department of *The Outlook*.

HAROLD WARREN WISE, formerly with C. C. Parker and the Old Corner Bookstore, is the latest recruit to the Houghton Mifflin sales force. He will cover certain towns in the middle west.

HOWARD ELLIOTT, the new president-elect of the New York, New Haven & Hartford Railroad, has written a book, "The Truth about the Railroads," which Houghton Mifflin & Co. will publish this fall.

HARRIET HOBSON'S "Sis Within" (Jacobs) is called "a story of present-day morals and psychic development." It deals with the old and interesting problem "Shall a man who has sinned be forgiven?"

FORD MADOX HUEFFER'S new novel, "Ring for Nancy"—which might look well in a telephone window display—comes to-day from the Bobbs-Merrill Co., who recommend it as a laughter bringer.

JEFFERY FARNOL'S "The Honorable Mr. Tawnish," to be published by Little, Brown & Company on the 18th, answers the dollar gift book demand. While the story is new, it appears in holiday dress, and boasts four full-page illustrations in color by Charles E. Brock.

AMONG the general chapter headings of "Every Boy's Book of Handicraft, Sports and Amusements" (Estes) are Wood working, Metal working, Boating and water sports, Hunting, Gardening, Aeronautics and every other occupation, apparently, that the boy from 10 to 20 longs for.

LITTLE, BROWN & COMPANY, the Boston publishers, have recently incorporated, with these officers: Charles W. Allen, president, Alfred R. McIntyre, vice-president, Hulings C. Brown, treasurer. These three, with Warren H. Wright and Herbert F. Jenkins, constitute the board of directors.

THE SECOND VOLUME of Seitz's "Macro-Lepidoptera of the World: Palaearctic Sphinges et Bombyces"—in other words that very comprehensive and valuable work on butterflies in course of publication by G. E. Stechert & Co.—is now ready. Prospectus and specimen plates may be had from the publishers.

W. J. WATT & Co. publish three characteristic novels free from perplexing problems. "The Mediator," by Roy Norton and "The Free Range," by Elwell Lawrence are adventure tales of Western setting. "Twin Beds," by Edward Salisbury Field is of the humorous order, chronicling the experiences of a man who finds himself father of twins.

THE FRENCH BOOKTRADE has long been governed by a modified net system of prices, which permitted a slight but exactly pre-

scribed system of discounts. Following the successful inauguration of the net system in both Great Britain and the United States the Parisian booksellers are said to be arranging to put their trade on a strictly net basis, abolishing all discounts.

BOOK EXHIBITS in all large cities showing the best works brought out by the leading publishers during the current year are being planned by the Publishers' Cooperative Bureau. Richard B. G. Gardner, manager of the bureau, described the proposed undertaking at a luncheon of the Publishers' Advertising Managers' Club at the New Grand Hotel, Wednesday. The first exhibit will be held in Springfield, Mass.

FLORENCE IRWIN, who has accomplished so much in explaining and developing auction bridge, has written a new handbook, "Auction High-Lights," designed to stimulate still further interest in a game which should be given due credit as one of the greatest brain-exercisers of the day. A feature of the book is its full exposition of The Nullo Count, an innovation in bidding for which Miss Irwin is herself responsible.

MAXIM GORKY, who has spent the last five years in great seclusion in a villa on the Island of Capri, is now reported very ill. He is suffering from tuberculosis, and has been compelled to move to Naples. Gorky, who is accompanied by his wife and son, is residing in a hotel overlooking the sea. He is working steadily on various literary productions, which will, it is stated, be published by the son after the father's death, which is regarded as imminent.

WE ARE INFORMED that the Post Office Department has officially ruled that envelopes printed with a business heading are merchandise and may be sent by parcels post, but that business cards printed with the same heading are printed matter and must pay the old third class rate. The distinctions of the Post Office Department are occasionally confusing. When shall we have all printed matter including books, in the parcels post?

SINCE Halloween and October 30th will arrive simultaneously, now it is time to suggest "Games for Halloween" (Barse & Hopkins), to those who want to know how to have a good time on that date. The publishers will give special attention to rush orders. "My Christmas List," a record book from the same house, will soon be seasonable, and their new baby book, "Baby's Life," in which to record the little person's development from month to month is never out of season.

REGINALD WRIGHT KAUFFMAN'S new novel announced as "The Spider's Web," is concerned with conditions and causes in New York, and indeed throughout the entire country. Agnes Laut's "The New Dawn," the story of a struggle for success and what came of it, is promised by Moffat, Yard & Co. for October. This house has just published "The Memoirs of Mimosa," edited by Anne Elliott, the confessions of a brilliant yet undisciplined woman who resolves "to live every moment of her life."



THE COPYRIGHT OFFICE is issuing as a special bulletin, a reprint of the special act "providing for the free importation of articles intended for foreign buildings and exhibits at the Panama-Pacific International Exposition, and for the protection of foreign exhibitors." This act follows the form of a similar one passed for the St. Louis Exposition in 1904. The establishment of a temporary branch office of the Copyright Office and Patent Bureau at the Panama-Pacific Exposition is provided for.

TRAVEL BOOKS from Dodd, Mead & Co. include "The Tourist's Spain and Portugal," by Ruth Kedzie Wood, being written at the express invitation and with the aid of the Spanish Government. "Travels in the Pyrenees," by C. Scott-O'Connor describes a forgotten corner of Europe—the eastern end of the range, unfrequented and as lovely as Nice and Mentone and as majestic as Switzerland. The official story of the Scott Polar Expedition will be published in November, under the title "Scott's Last Expedition."

THE Rare Book Shop Pub. Co., of Washington, D. C., announces a new, revised, and greatly enlarged edition of "Heitman's Historical Register of the Officers of the Continental Army, during the War of the Revolution, 1775-1783," a work which has been out-of-print for many years. It contains the records of 14,000 officers, there being 6,000 more, or almost twice as many, as were recorded in the former edition; and a great many of the records of the 8,000 officers whose names were given in the first edition, have been augmented and completed.

LIPPINCOTT's important non-fiction, scheduled for October publication, include "The Curious Lore of Precious Stones," by George Frederick Kunz, "Colonial Architecture for Those About to Build," by Herbert C. Wise and H. Ferdinand Beidleman, "Symphonies and Their Meaning," by Philip H. Goepp, "Handy Book of Curious Information," by William S. Walsh, "The Romance of the Newfoundland Caribou," by A. Radclyffe Dugmore, and "French Color Prints of the XVIIIth Century," by Malcolm C. Salaman.

CHARLES SCRIBNER'S SONS announce the publication of two significant novels, one by Edith Wharton, the other by Galsworthy. The former, "The Custom of the Country," tells the story of a beautiful, ambitious American girl, and is said to be a graphic revelation of American society. How American society is being shown up these days! Mr. Galsworthy's emphasis is apparently on the romantic side of life. His book is a love-story and is said to be written with an intensity hardly suggested by "The Patrician" and "Justice."

HOUGHTON MIFFLIN COMPANY announce that they have in active preparation a "Guide Book to Japan," by T. Philip Terry, uniform in every respect with the same author's now indispensable "Guide to Mexico." The volume, which contains 27 maps and plans specially drawn for it and the newest extant, will consist of 850 pp, bound in flexible cloth,

pocket size, and will be published at \$3.75 net. A thoroughly up-to-date guide book to Japan has long been needed, for the existing guide-books are of many years' standing and are sadly in need of revision.

FU-MANCHU, "with a brow like Shakespeare and a face like Satan," is the genius behind a criminal system of the most stupendous kind, the workings of which are set forth in "The Insidious Dr. Fu-Manchu," by Sax Rohmer, just published by McBride, Nast & Co. Another novel from this firm is "The Heart of Sally Temple," by Rupert Sargent Holland—a piquant tale of 18th century London. Four new "House and Garden" books are offered: "Practical Tree Repair," "House Furnishing and Decoration," "The Lighting Book," and "The Colonial House."

IT MUST be remembered that the law firms occasionally bring out books which are not only intelligible, but interesting to the layman, and even the bookseller who does no business in technical law books should keep track of these works of general appeal in the interests of his more intelligent customers. Two books of this kind have recently been published by Matthew Bender & Company: "Federal Income Tax Law Explained,"—a law which affects all citizens having incomes amounting to \$3,000—by Thomas G. Frost, and "The Supreme Court of the United States," by Edwin Countryman.

"G. A. BIRMINGHAM," in other words James Owen Hannay, is visiting the United States this autumn. His publishers, the George H. Doran Co., have just issued another of his whimsical novels, "General John Regan." Other books of note on the Doran list are: "The Price of Place," the first novel by Samuel G. Blythe of the *Saturday Evening Post*, "Another Man's Shoes," by Victor Bridges, "The Sea Captain," by H. C. Bailey, "The Escape of Mr. Trimm," by Irvin S. Cobb and "The Door That Has no Key," a romance of the Canadian frontier, by G. B. Lancaster.

FASHION MAGAZINES lithographically printed, containing text printed partly in the English language and partly in foreign languages, were held (by Fischer, G. A.) properly classified under the specific provision for fashion magazines in paragraph 412 of the tariff act of 1909. Similarly in a protest made by the Tosi Music Co., of Boston, books with music, and printed words and notations for the guidance of the performer in a foreign language, were held properly assessed as music in books under paragraph 416, tariff act of 1909, and not free of duty as books in languages other than English (par. 518.)

THE "International Directory of the Book Trade," or, as the title page gives it, "Répertoire International de la Librairie" will hereafter be sold in this country by the R. R. Bowker Co. The volume is a sizable octavo of 470 pages, exclusive of some 300 pages of advertisements. While the body of the book is French, all significant matter is repeated in German and English. An alphabetical list of the bookselling and book publishing firms of the entire world, including much de-

tailed information, takes up the main part of the book. The second portion is a directory of firms arranged by specialties, and the third, a straight geographical arrangement by countries and towns.

A BI-MONTHLY fiction magazine for women, *Women's Stories* has just been started by Street & Smith, of New York. The cover of the initial number gives an enticing list of names—Mary Roberts Rinehart, Mary Cholmondeley, Richard Washburn Child, Alfred Noyes, and other writers of equal fame. A foreword tells something of the new magazine's policy. "We want to stand for truth in the delineation of life," it reads. "We want decency and uplift and high ideals, but we don't want stories written to point a commonplace moral; we won't insist on a conventional happy ending, and above all, we want to call things by their true names." They further note that "no real woman of to-day is going to be shocked by the sincerity of an author who strives to paint life as it is." The magazine is standard size and sells at fifteen cents.

THE Encyclopædia Britannica Company announced last week that half a million dollars will be spent in the magazines and newspapers within the next eight months. The magazine campaign will take the form of eight four-page colored inserts, printed in two colors, and will run in the following publications: *Harper's*, *Scribner's*, *World's Work*, *Review of Reviews*, *Atlantic Monthly*, *Outlook*, *Cosmopolitan*, *Hearst's*, *Munsey's*, *McClure's*, *Sunset*, *Current Opinion*, and *American Magazine*, beginning with the November issue. Newspapers will be used to supplement the magazine work, and the list includes many papers never before used by the Britannica. It is planned to make the newspaper advertising reach into the small towns as well as the cities. In addition to the newspaper and magazine work a mailing list of close to one hundred thousand names is being compiled and will be circularized three times with circulars and letters. The campaign is to be used as a climax to the three-year campaign introducing the encyclopædia.

THAT David Graham Phillips left a tremendous 425,000-word novel is perhaps the most interesting thing said by Mr. Joseph H. Sears, president of D. Appleton & Co., in a recent newspaper interview. He was discussing the "morality" or "immorality" of many books now appearing. "This conception of morality, he said, 'has changed from time to time, just as fashions in dress change. If 'Damaged Goods' or 'The House of Bondage' or 'The Hungry Heart' had been published in the '70s, not only would they have been suppressed in this country and in England but most people would not have read them; the books would not have interested them. Those books have too serious a side, their pictures of life are too awful to appeal to people who would read them only for their so-called salacious qualities. For this reason,' he went on, 'waiting for a proper time for appearance, there is a book written by David Graham Phillips which has been withheld from publication. It is the only one of his

now left unpublished, and I don't really know whether it ever will be published. It is the most awful book I have ever read; but to me there is not one immoral thing in it. Whenever it does appear it will create a furor; some will shout for its suppression, while others will say it is the greatest novel in the English language."

#### BUSINESS NOTES.

ATHENS, O.—The Athens Book and News Co. has moved into larger quarters in the Cline Building.

BRENNHAM, TEX.—The Knolle Book and Stationery Store has been sold to L. Landgray.

BUTTE, MONT.—John G. Evans, the well-known bookseller, was adjudged a bankrupt last week. Frank W. Haskin has been appointed referee.

CHICAGO, ILL.—Samuel A. Bloch is reported in bankruptcy. A meeting of his creditors will be held at the office of Sidney C. Eastman, Referee in bankruptcy, Room 907, Monadnock Block, October 7th, at 10.30 A.M.

CODY, WYO.—The Harding Curio Company, dealers in books, stationery and curios, has been purchased by N. E. Brown, who will continue the business as The Harding Curio and Drug Co.

GALVESTON, TEX.—W. W. Tidd, for many years foreman of the bindery of Clark & Courts, will shortly open a complete bookbindery in that city.

HAMILTON, MO.—J. I. Campbell has purchased the book and stationery business of R. A. McCoy.

LOS ANGELES, CAL.—A new stationery and book store will be opened shortly by Fowler Bros., who conduct a large place of business on Broadway.

LOVINGTON, N. M.—Dearduff & Melton have succeeded Shepard & Smith, druggists and booksellers.

MARYSVILLE, CAL.—The Marysville Book and Stationery Co. is succeeded by Lula P. Saunders.

NEW YORK CITY.—The Advertisers Printing Company of 133 West 24th Street, has made an assignment to Simon S. Krantz. J. Jonas Jacob is president and treasurer. He started the business in January, 1907, and incorporated it on July 8, 1910, with a capital of \$30,000.

RAEFORD, N. C.—The Raeford Publishing Company have been incorporated to do a general stationery, printing and book business; capital, \$10,000.

STILLWATER, MINN.—E. E. Johnson, bookseller and stationer has purchased the stock of Albert Wilson, also in the same line.

STUBENVILLE, O.—Erwin & Robinson Co., booksellers, newsdealers and stationers, are liquidating. A new concern is being started by E. M. Erwin.

WARREN, O.—H. H. Koonce has purchased an interest in the stationery and book store of W. O. Dray & Co.

WOODBURY, N. J.—W. B. and W. F. Hodges will open a stationery and book store in the Green Block.

#### VISITING BUYERS—NEW YORK CITY.

FOR THE WEEK ENDING OCTOBER 8, 1913.

Mr. Duncan, representing Fowler, Dick & Walker, Evansville, Ind.

Mr. Brown of the Brown News Co., Kansas City, Mo.

Mr. Tribelcock of Tribelcock Bros., Peterboro, Ont.

Wertman A. Dockstader, representing the Argersinger Co., Gloversville, N. Y.

J. H. Potter representing Nichols & Frost, Fitchburg, Mass.

E. B. Mann and Mr. Mann, Jr., of E. B. Mann & Son, Woodsville, N. H.

P. P. Braley, Glens Falls, N. Y.

M. F. Powell, of P. D. Cottingham & Co., Snow Hill, Md.

M. P. Ambler, New Milford, Conn.

Mrs. Woulfe, of Woulfe & Co., Waco, Tex.

Mrs. A. M. Young, Providence, R. I.

#### PICK UPS.

##### OUR SPECIAL LITERARY NUMBER.

Why worry over the future of American literature—or the present?

It's nearly all "great."

If you don't believe it, glance casually at the publisher's announcements—the "blurbs"—on the paper covers of the first half dozen novels that come to hand.

##### "ONE OF THE GREATEST OF YEARS."

It is a masterly novel—unquestionably one of the greatest of years.—*Publishers' note concerning "Westways," by Dr. S. Weir Mitchell.*

We saw recently a story of which the editor remarked modestly that if "Poe were alive to-day he would be writing stories just like this."

We read the story and agreed with the editor. If Poe were alive to-day he would be 104 years old, and it was just such a story as Poe might have written in the extremity of debility.

##### "SORDID AND UNROMANTIC"

We saw a story the other day which called this a "sordid and unromantic" age.

It's the fashion to call it that nowadays.

Sordid and unromantic! What a libel, when the almshouses and orphan asylums are full of the children of people who married for no other reason than that they loved each other!

##### AS "BIG" AS A COUNTRY.

A story big . . . as the vast country in which it is enacted. . . .—*Publishers' note concerning "The Law-Bringers," by G. B. Lancaster.*

##### "PRIVATE LETTERS"

It is reassuring to note that, when the private and very personal letters of dead literary people are dug up and published, the motive for publication is always a high and noble one.

Vulgar curiosity never has anything to do with the matter.

##### ANOTHER "GREATEST."

The season's greatest novel.—*Publishers' note concerning "The Business of Life," by Robert W. Chambers.*

#### JUST AS GOOD AS STEVENSON.

It might have been written by Stevenson himself.—*Publishers' note concerning "Captain Pratheroe's Fortune," by Oswald Kendall.*

#### THE ULTIMATE TEST.

Aren't his readers numbered by the hundred thousand?—*Publishers' note concerning "A Fool and His Money," by George Barr McCutcheon.*

—Don Marquis in *The Sun*.

#### AUCTION SALES.

OCTOBER 17th, 10:30 A.M.; 2:30 P.M. Selections from the private library of the late Mary W. Ward, of New York City. (No. 524; 820 lots.)—*Merwin.*

OCTOBER 21st AND 22d, 2:30 P.M. First editions, early printing and private press publications from the library of George C. Calvert, of Indianapolis, Ind., and other sources. (No. 1006; 586 lots.)—*Anderson.*

NOVEMBER 5th AND 6th, 2:30 P.M. Books; including selections from the collections of E. W. Van Vleck and Henry B. Culver, both of New York. Books on angling, including several fine editions of Walton and Cotton; Alchemy; Travel; Biography; Surtee's sporting books; First editions. [etc.] (600 lots.)—*Anderson.*

#### BIBLIOGRAPHICAL NOTES.

##### CATALOGUES OF NEW AND SECOND-HAND BOOKS.

F. A. Brockhaus, Leipzig, Querstrasse 16. Monthly list of new publications of all literatures. (No. 8.)

Dulau & Co., Ltd., London, W., 37 Soho Sq. Catalogue of zoological works. No. 64, Minor classes. (1809 titles.)

John Heise, Syracuse, N. Y., 410 Onondaga Bank Bldg. Catalogue of autograph letters and signatures. (No. 90; 180 titles.)

Julius Kuhlman, Philadelphia, Pa., 326 N. 10th St. Catalogue of magazines and periodicals, proceedings, transactions and collections of historical and other societies, Colonial records and archives of state. (No. 25; 308 titles.)

Otto Lange, Florence, Italy, 132 Via Serragli. Biblioteca Americana. Pt. 1. (No. 30; 733 titles.)

Chas. E. Lauriat Co., Boston, 285 Washington St. Lauriat's Boston Book Notes. (V. IX, No. 4; 77 titles.)

G. Lemallier, Paris, 25 Rue di Chateaudin. Le correspondant des bibliophiles français et étrangers. Catalogue mensuel. (No. 277; 620 titles.)

Joseph McDonough Co., Albany, N. Y., 73 Hudson Ave. A catalogue of an unusually interesting collection of books; being the third and last part of the fine private library of the late Judge A. P. McCormick, of Dallas, Tex., embracing scarce Americana, Mark Twain, Facetiae, Court Memoirs, [etc.] (No. 299; 473 titles.)

Shepard Book Co., Salt Lake City, 408 State St. Clearance list of rare books on America. (No. 65.)

—Clearance of rare books on California and west coast of North America. (No. 66.)



## Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. *c.* indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

**Adams, J: Quincy.** Writings of John Quincy Adams; ed. by Worthington Chauncey Ford. v. 2, 1796-1801. N. Y., Macmillan. c. 26+531 p. por. O. \$3.50 n.

**Alford, Bradley Hurt.** Jewish history and literature under the Maccabees and Herod. N. Y., Longmans. 16+113 p. D. \$1 n.

Sequel to author's "Old Testament history and literature," which closed with the date B. C. 135, the death of Simon the Hasmonean. This work begins with that date and surveys in some detail what Jews wrote between that and the coming of John the Baptist. Index.

**Aulnoy, Marie Catharine Jumelle de Bernville, Comtesse d'.** Memoirs of the court of England in 1675; tr. from the original French by Mrs. W: H: Arthur; ed. and rev. with annots., including an account of Lucy Walter, evidence for a brief for the defense by G: D: Gilbert. N. Y., J: Lane. 30+450 p. O. \$4.50 n.

Contains anecdotes of King Charles II, his son, the Duke of Monmouth, of Prince Rupert, the Duke of Buckingham, the Queen, the Duchess of Norfolk and Richmond, and other notables of the licentious English court. There is new material on Nell Gwyn, as well. Index.

**Bailey, H. C.** The sea captain. N. Y., Doran. c. 341 p. D. \$1.25 n.

Story of love and adventure in the days of Queen Mary of England. A shepherd, who hides his cleverness under an air of impenetrable stupidity, leaves his Berkshire home and goes to seek his fortune, determined to return rich and famous to marry the daughter of the manor. He falls in with a sea captain and goes off to the Mediterranean, where there is brisk fighting, the rescue of English captives from Morocco pirates, and adventures fast and furious.

**Barton, Fk. Townsend.** My book of favorite dogs; drawings by G. Vernon Stokes. N. Y., Stokes. 135 p. O. \$1.25 n.

After a chapter on general management of dogs, book devotes a chapter to each of the following: collie; retrievers; bulldog; poodle; chow-chow; dachshund; bull terrier; fox terrier; Airedale terrier; Irish terrier; Scottish terrier.

**Beaman, Ardern.** Travels without Baldeker. N. Y., J: Lane. 9+259 p. O. \$2 n.

Account of the author's expedition and experiment. Starting from Bombay, equipped with high hopes, great projects, forty-one pounds sterling and an incredibly dilapidated suit-case, he visited Cairo, Upper Egypt, Alexandria, Jaffa, Jerusalem, Bethlehem, Athens, Constantinople, Buda Pesth, Venice and other places. He gathered together comrades as he proceeded on his journey, and, as the title implies, they traveled in the simplest and most independent way. The account is interesting, and tends to show how delightful an expedition may be made without a great outlay of money.

**Benson, Rob. Hugh.** An average man. N. Y., Dodd, Mead. 3+374 p. D. \$1.35 n.

Story of modern people and modern conditions. The problem it deals with, however, is as old as Christianity. Author describes a little circle of average men and women in a humdrum London suburb. Theirs is life with no spice in it, no sting of conviction, no ardour of enterprise. But opportunity, golden and wonderful, to find life in its truest sense, comes to two of them—a handsome, impressionable lad and a middle-aged, shabby vicar. In the story of the crucial years of these men the author illustrates the old, old truth that "it is more blessed to give than to receive."

**Bleasle, W. Lyon.** A short history of English Liberalism. N. Y., Putnam. 374 p. O. \$3.50 n.

Traces the progress of Liberalism during the last century and a half. Author's method is to quote from speeches and letters, which show the way in which the governing classes looked at themselves and their subjects, and the way in which the prevailing ideas of these classes were modified. Growth of Liberalism is the growth of the feeling that the good of society is best promoted by setting free the individual to work out his own natural powers to their fullest capacity consistently with the same freedom being enjoyed by each of his neighbors. Last chapter deals with the present Government, and shows how far it has succeeded or failed in maintaining the true Liberal course. Index.

**Bridgman, Lewis Jesse.** 'Fraid cat; pictures [in col.] by L. J. Bridgman. Phil., Jacobs. c. '10. no paging. S. bds., 50 c. n.

All about a kitten who wasn't as frightened as his name implied.

**Bryant, Rose Cullen.** Ruth Anne; with il. by Will Grefé. Phil., Lippincott. c. 320 p. D. \$1.25 n.

Romance of Ruth Anne, sweet and womanly, and Dr. Hollander, a big, magnetic physician. Unconsciously they are drawn together by the similarity of their ideals. Ruth Anne, seeing the glorious possibilities in a life of service, at first takes up nursing as a career and later goes in for settlement work. In all of the scenes and incidents picturing her experiences the author brings us in close touch with a real and varied humanity, but it is the effect which some of the sordid realities of life have upon Ruth Anne that is of interest as we follow the gradual unfolding of her character. Her problems throughout are those which concern the men and women of today.

**Burgess, Gelett i. e. Fk. Gelett.** The goop directory of juvenile offenders famous for their misdeeds and serving as a salutary example for all virtuous children; with pictures. N. Y., Stokes. c. 78 p. S. (Little goop books), 50 c.

The maxims of Noah, derived from his experience with women both before and after the flood, as given in counsel to his son Japhet; with il. and designs by L: D. Fancher. N. Y., Stokes. c. '11-'13. no paging. D. bds., 80 c. n.

Humorous comments and maxims in which Noah gives good advice to his son concerning women and their ways.

**Bye-low (The), series; col. il. by Blanche Fisher Wright.** 4 v. Chic. and N. Y., Rand, McNally S. ea., bds., 25 c. n.

Contents: Handy-Pandy; Hot cross buns; Jack and Jill; Tommy Snooks.

**Camp, Wa. Chauncey.** Danny Fists. N. Y., Appleton. c. 285 p. D. \$1 35 n.

Boys' story of what happened at Manor Hall school where Danny plays on the football team.

**Chapin, Anna Alice.** The true story of Humpty Dumpty; how he was rescued by three mortal children in Make-Believe Land; with il. and decorations by Ethel Franklin Betts. N. Y., Dodd, Mead. c. '05. 205 p. O. \$1 n.

**Charm ser. 6 v.** N. Y., Stokes. col. pls. S. pap., ea., 30 c., bxd.

Contents: The charm of Gainsborough, by Ja. Har

law; The charm of Holman Hunt, by J. Edgcombe Staley; The charm of Leighton, by Ja. Harlaw; The charm of Millais, by Ja. Harlaw; The charm of Rembrandt, by J. Edgcombe Staley; The charm of Whistler, by J. Edgcombe Staley.

**Chesser, Eliz. Sloan.** Perfect health for women and children. N. Y., McBride, Nast. 11+276 p. D. \$1.35 n.

Information on preservation of health and youth, on sick nursing and first aid, and on everyday ailments and how to deal with them. Section is devoted to the care and management of children. Glossary of terms. Index.

**Connolly, Ja. Brendan Bennet.** Sonnie-boy's people. N. Y., Scribner. c. 363 p. pls. D. \$1.25 n.

Short stories. *Contents:* Sonnie-boy's people; Tim Riley's touch; In the anchor watch; Cross courses; Leary of the "Ligonier"; How they got the "Hattie Rennish"; Killorins' Caribbean days; The bottle-cruise of the "Svend Foyn"; The last passenger.

**Cortissoz, Royal.** Art and common sense. N. Y., Scribner. c. 8+445 p. O. \$1.75 n.

Writer believes that art is not an esoteric mystery, comprehensible only to the artist and the critic, but a source of daily interest and happiness which belongs to the layman as well. Purpose is to treat his subjects without deference to current connection, to interpret the old masters as human creatures, working for mortal men and women, and to test modern movements and refutations in the light of common-sense. Partial list of contents: Whistler; Sargent; J. P. Morgan as an Art collector; Contemporary European painting; The post-impressionist illusion, Auguste Rodin, Some Renaissance decorators.

**Cramer, J. Grant.** Ça et là en France; Paris et à travers la France en automobile. N. Y., Am. Book Co. c. 245 p. S. 45 c.

**Crockett, Rev. S: Rutherford.** Sweetheart travellers; a child's book for children, for women and for men. [3d. ed.] N. Y., Stokes. c. '95. 15+314 p. D. (Stokes' lib. for young people), 60 c.

**Cullum, Ridgwell.** The twins of Suffering Creek. Phil., Jacobs. c. '12. 8+367 p. front. D. \$1.25 n.

Tale of a western mining camp concerned with the raising of twins, aged four, whose mother has bolted. The father is wholly inadequate for the task, and the miners equally inadequate, form themselves into a syndicate to furnish aid and advice. Seeing that the father wants his wife back, in spite of her faults, the leader undertakes to find her, and at last succeeds in reuniting the family. There are humor, pathos, and stirring action in the story.

**Dando, Wa. P.** More wild animals and the camera; with 12 mounted collotype plates and 66 art reproductions from photographic studies taken by the author. N. Y., Stokes. 232 p. O. \$2 n.

By author of "Wild animals and the Camera." Contains descriptions and anecdotes of animals illustrated from remarkable photographs of the beasts described. Index.

**Day, Holman, Fs.** The rainy day railroad war. N. Y., Harper. c. '06. 256 p. front. D. \$1 n.

Story was originally published serially in abbreviated form in *The Youth's Companion*.

**Defoe, Dan.** Robinson Crusoe; il. [in col.] by Elenore Plaisted Abbott. Phil., Jacobs. 403 p. D. (Washington Square classics.) \$1 n.

**Deland, Ellen Douglas.** Country cousins. N. Y., Appleton. c. 311 p. pls. D. \$1.30 n.

Story of Harriet Fosdick, who when her parents go abroad for a year, is sent to some country cousins at Marshfield, instead of going back to a fashionable school. She learns not to be selfish and narrow-minded, and has some exciting times when the place is threatened by a bursting dam.

**Deland, Mrs. Marg. Wade Campbell.** [Mrs. Lorin Fuller Deland.] Partners; il. by C: Dana Gibson. N. Y., Harper. c. '91-'13. 114 p. O. \$1 n.

For twenty years a widow and her spinster daughter had conducted the post-office at Pennyville in a leisurely fashion. Then a new postmaster was appointed and connived with the daughter to keep the news from her mother as long as possible, as she feared the effect it would have on the old lady's health. At last a way was found to keep the position in the family.

**Desch, H: Cecil.** Metallography; with 14 pls. and 108 diagrs. in the text. [2d. ed.] N. Y., Longmans. 11+431 p. D. (Text-books of physical chemistry; ed. by Sir W: Ramsay), \$3 n.

**Dewey, J:** Interest and effort in education. Bost., Houghton Mifflin. c. 9+101 p. D. (Riverside educational monographs.) 60 c.

*Contents:* Unified versus divided activity; Interest as direct and indirect; Effort, thinking, and motivation; Types of educative interest; Place of interest in the theory of education.

**Dickinson, C: H:** The Christian reconstruction of modern life. N. Y., Macmillan. c. 9+327 p. D. \$1.50 n.

Social passion of our time in its fundamental insistent problems, is the subject. Values of our social aims, nature of social forces, the place of our regnant social impulse in the evolution of humanity are some of the topics discussed. Index.

**Dodson, G: Rowland.** Bergson and the modern spirit; an essay in constructive thought. Bost., Am. Unitarian Assn. c. 296 p. D. \$1.35 n.

Bergsonian conception of evolution is expounded with a discussion of its necessary implications for ethics and religion. In the divinations of our great modern poets we find a confirmation of the vision of life which the philosopher has strained the resources of the most wonderful prose speech to express. Dr. Dodson shows that Bergson, the metaphysician of the life force, is not a man of the pragmatist temper, nor does he hold the theory of truth defended by James, Schiller and Dewey.

**Dorr, Mrs. Julia Caroline Ripley.** Last poems; including, Afterglow, and Beyond the sunset. N. Y., Scribner. c. '00-'13. 13+206 p. por. D. \$1.50 n.

**Drayton, Grace G.** Bunnykins. N. Y., Stokes. c. no paging. F. shaped. bds., 50 c.

**Duncan, Norman.** Finding his soul. N. Y., Harper. c. 61 p. pls. S. 50 c. n.

Story based upon an actual experience. A traveling salesman at the death of his son lost his grip on life and was sent to the Holy Land by his firm in hopes that the trip would help him. There, on Christmas Eve among the Bethlehem hills, he experienced what might be called a miracle. And when he went back home he found himself recharged from some spiritual dynamo.

**Duncan, Rob. B.** Brave deeds of Revolutionary soldiers. Phil., Jacobs. 4+7-292 p. pls. O. (Brave deeds ser.), \$1.50 n.

*Contents:* The hornet's nest, the story of a game boy at Lexington; Prescott of Peperell, the story of Bunker Hill; Luck and a blizzard, the story of Richard Montgomery at Quebec; Only a bit of bunting, the story of Sergeant Jasper at Fort Sullivan; The schoolmaster, the story of Nathan Hale; The man they called a coward, the story of Herkimer at Oriskany; When Arnold should have died, the story of Saratoga; Another sort of hero, the story of Valley Forge; The madness of Anthony Wayne, the story of Stony Point; A loyal deserter, the story of John Champe; Wading to victory, the story of Clark at Kaskaskia and Vincennes; The last hope, the story of Francis Marion.

**Du Puy, W: Atherton.** Uncle Sam, wonder worker; being the story of strange feats performed by the government in its work in behalf of the ninety millions; with 15 il. from photographs. N. Y., Stokes. 13+271 p. pls. D. \$1.35 n.



How cotton is grown on trees, how birds and animals are tried by a criminal court with judge, lawyers and detectives, how fish are made to help in the pearl button industry, how useful new animals are invented, how riddles of the sea are solved, how the use of the prickly pear for fodder has done away with the necessity for hay-making, barns and fences, how the persimmon's pucker has been stolen, how bugs are traded with foreign countries—these and many other oddities are entertainingly related for boys and girls.

**Eggleston, J. D., and Bruère, Rob. W.** The work of the rural school. N. Y., Harper. c. 7+286 p. D. \$1 sch. n.

Deals with all essential subjects, buildings, grounds, sanitation, the centralization of schools, transportation, plans of instruction, agriculture, amusements, etc.; but it also considers the school, not as an isolated fact, but as a phase and an essential phase in the upbuilding of the rural community. The importance of the new rural school as an expression of a new movement in rural life is emphasized in its broader aspects. Index.

**Ewald, Carl.** The four seasons; tr. by Alex. Teixeira de Mattos. N. Y., Dodd, Mead. c. 18+187 p. O. \$1.20 n.

Translation of a work by the Danish symbolist. Once Prince Winter and Prince Summer met and disputed as to who was lord of the world, but as they were evenly matched they could not decide the question. To them came two other princes, Spring and Autumn, and they agreed to divide the year into fourths, one for each, and never to interfere with one another for a hundred thousand years. At the end of the time, they once more met, each had kept faith, but now man ruled the earth, and the four princes must forever serve.

**Faris, J. Thomson.** Winning their way; boys who learned self-help. [New ed.] N. Y., Stokes. c. '09. 8+381 p. front. D. (Stokes' lib. for young people), 60 c.

**Farnol, Jeffery.** The Honorable Mr. Tawnish; with il. by C. E. Brock. Bost., Little, Brown. c. 165 p. D. \$1 n.

Tells how Sir John Chester's daughter Penelope and a fine London gentleman fell head over heels in love with each other, thus arousing Sir John's ire, for he despised the Honourable Horatio Tawnish for an effeminate dandy and a writer of sentimental verses. So to try his worth young Mr. Tawnish was set three difficult tasks by Sir John and his two friends, Mr. Bentley and Sir Richard Eden. How Mr. Tawnish succeeded in these tasks, proved himself a brave man and a gentleman, and won Penelope is told with sentiment and humor.

**Farrer, Reginald.** The rock garden; with 8 coloured plates; with a preface by Bretland Farmer. N. Y., Stokes. 11+118 p. O. (Garden flowers in color.) bds., 65 c. n.

**Flossie Fisher's** funnies; stories told in pictures by Helene Nyce; with an introd. and specimen stories by Vera Nyce. N. Y., Stokes. c. '10-'13. 12+114 p. obl. O. \$1 n.

**France, Anatole, [pseud. for Jaques Anatole Thibault.]** Works in an English translation; ed. by Frederic Chapman. N. Y., J. Lane. O. ea., \$1.75 n.

V. 21. The opinions of Jérôme Coignard; a tr. by Mrs Wilfrid Jackson.

**Galsworthy, J.** The dark flower. N. Y., Scribner. c., 316 p. D. \$1.35 n.

Presents three crucial episodes in the emotional life of the hero—spring is the idyll of his youth; summer is the passion of his young manhood; autumn is the mature love of her hero's years of discretion. In the spring Mark Lennan loves a married woman of thirty-five and she, in spite of being married, finds his youth calls her and then discovers that his fancy for her is gone and it is Sylvia to whom he is attracted. Later he marries Sylvia and when he has reached his autumn he has a passion for Nell because of her youth, and yet he always loves his wife.

**Gaskell, Mrs. Eliz. Cleghorn Stevenson.** Wives and daughters; an every-day story; with a preface by T. Seccombe; il. by M. V. Wheelhouse. N. Y., Dodd, Mead. 23+646 p. D. \$1.50 n.

**Glyn, Elinor Sutherland [Mrs. Clayton Glyn.]** The point of view. N. Y., Appleton. c. 186 p. front. D. \$1.25 n.

A young English girl goes to Rome with her conventional aunt and uncle. She is engaged to a narrow-minded curate, but when she meets a Russian nobleman she realizes that she cares nothing for the curate, and she and her Russian proceed to make short work of her relatives' conventions and prejudices.

**Grahame, Kenneth.** The wind in the willows; [col.] il. by Paul Bransom. N. Y., Scribner. c. '08-'13. 350 p. O. \$2 n.

Specially illustrated in color, making a handsome holiday edition.

**Graves, Clotilde Inez Mary, [R: Dehan, pseud.]** The headquarter recruit, and other stories. N. Y., Stokes. 4+359 p. D. \$1.25 n.

Contents: The headquarter recruit; Gougou; The man in the woods and forests; How Farlingby flew; The quality of mercy; A chintz-covered chair; "Rouge gagné"; The Fourth volume; A stuffed lion; The resurrection of Freddy; Liege lady mine; Toto the tempter; Clairvoyance; In the lagoon; Mrs. Crichton's convert; Transference; A subaltern's healing; Todminster's thirst; White fox; Realization; Full-sized James; A new leaf; The tribute of Offa.

**Gregor, Elmer Russell.** Camping on western trails; adventures of two boys in the Rocky Mountains. N. Y., Harper. c. 332 p. D. \$1.25 n.

**Halleck, Reuben, Post.** Halleck's new English literature. N. Y., Am. Book Co. c. '00-'13. 11+647 p. il. maps. D. \$1.30.

**Harbottle, J.** The luck of Laramie Ranch. N. Y., Appleton. c. 313 p. D. \$1.30 n.

The two young heroes work on a cattle ranch in the far West, where they help support their family and also save enough money to secure an education. The boys have many exciting adventures with the Indians and cattle thieves.

**Harcourt, Cyril.** The world's daughter. N. Y., J. Lane. 310 p. D. \$1.25 n.

One summer morning a young man and a young woman, each absolutely unknown to the other, met by chance at a railway station, both wished to make the most of this glorious summer day, but without a companion it seemed a forlorn hope; then, somehow, they found themselves in the same carriage, bound for the same spot, planning their holiday programme together. They afterwards looked back upon this day as a red letter one in the calendar of their lives, but the troubles that came later, when Ursula, seized with remorse for her unconventional conduct, forsook the love-stricken Gerard, and how they were brought together again by good Nurse Desmond, make the tale.

**Haskell, Helen Eggleston.** Holding a throne; the story of the King of Spain. N. Y., Appleton. c. 168 p. D. \$1 n.

Life of the present King of Spain told for children, purporting to be related by his favorite Angora cat.

**Hays, Mrs. Marg. Parker Gebbie.** Kaptin Kiddo's 'periences; pictures by Grace G. Drayton. N. Y., Stokes. c. '11-'13. no paging col. il. obl. Q. bds., 60 c.

**Heape, Wa.** Sex antagonism. N. Y., Putnam. 217 p. O. \$1.50 n.

Author traces the age-old struggle for supremacy between the masculine and the feminine elements in society, and shows that to the domination now of one, now of the other, are traceable some of the world's most fundamental institutions and social principles. He is a biologist, and it is from the biological standpoint that he has approached the subject. Index.

**Heaton, J. L.** The story of a page; thirty years of public service and public discussion in the editorial columns of the *New York World*. N. Y., Harper. c. 10+364 p. por. O. \$2 n.

Title refers to the editorial page of the *New York World*. The page is treated as a living thing; we are told how it was born; we see its growing pains during childhood.



watch its stature increase, and are held by the brilliancy of its mature achievements. Here, too, is pictured the living mind of a man—the book is in one way a mental and political biography of Joseph Pulitzer. Again the book is a picture showing us the political history of America—and the world where it touches America—for the last thirty years. Index.

**Hopper, Ja. Marie.** What happened in the night, and other stories. N. Y., Holt. c. 236 p. D. \$1.25 n.

Short stories in each of which a child appears. *Contents:* What happened in the night; A jumble in divinities; Fishing of Suzanne; The marvelous night; The king's caprice; The gifts; Black night; White loves; God's job.

**Hueffer, Ford Madox.** A vagabond in New York; 8 il. by Roy E. Hallings. N. Y., J. Lane. c. 229 p. D. \$1 n.

Chapters based upon the experiences of a young Englishman during a period of vagabondage in New York and thereabouts. The author explains in his preface that the sketches make no claim to pass as "Impressions of America," nor do they profess to picture New York, nor any aspect of it, nor anything at all but "the little piece of sidewalk upon which the vagabond's eyes have fallen as he quartered it in search of cigarette ends." In whimsical style he discourses on: A baby in the Bronx; On sleeping out; Thieves' kitchen; The "cop" and the "copper"; Among the movies; Coney Island, etc.

**Hughes, C. E.** Early English water-colour; with a front in colour and 36 other illustrations. Chic., McClurg. 14+194 p. S. (Little books on art.) \$1 n.

Early English school of water-color includes generally those artists who worked during the eighteenth century and first half of the nineteenth, the death of Turner, 1851, marking about the period of its close. Artists born before 1720 or after 1820, and whose work is topographical, are included. There is a useful alphabetical list of the artists given.

**Hughes, T.** Hughes's Tom Brown's school-days; ed. by W. Huston Lillard. N. Y., Holt. 31+383 p. (11 p. bibl.), por. S. (English readings for schools). 45 c.

**Hyatt, Alfr. H., comp.** The charm of Edinburgh, an anthology; with 12 il. by Harry Morley. Phil., Jacobs. 11+438 p. D. \$1.50 n.

Poems and prose passages from many sources, in praise of Edinburgh.

The charm of Paris; an anthology; with 12 il. by Harry Morley. Phil., Jacobs. 4+406 p. D. \$1.50 n.

Brings together quotations which, grouped into various clearly-limited sections recall the aspect of Parisian streets, buildings and life.

**International critical commentary on the Holy Scriptures of the Old and New Testaments;** ed. by C. A. Briggs and others. N. Y., Scribner. c. 8°, \$3 n.

V. 27. A critical and exegetical commentary on the books of Ezra and Nehemiah; by Loring W. Batten.

**James, Winifred.** The mulberry tree. N. Y., Dodd, Mead. 11+281 p. pls. O. \$2.50 n.

Book of travel, full of interesting and entertaining comment on men and things not necessarily closely connected with the places visited, but not the less charming for that. The West Indies and Central America, Panama, particularly, were the ports of call of this English woman, author of "Letters to my son," etc., who travelled with her eyes open, and her sense of humor ever present.

**Jerrold Lawrence.** The French and the English. N. Y., Dodd, Mead. 285 p. O. \$2.50 n.

Author is an Englishman who is the Paris correspondent of a London newspaper that gives particular attention to social and continental life and character. Book is on the traits and characteristics and the trend of the two great nations, contrasts the French and the English temperaments, the conditions of life in Paris and London, and the whole existence of the two peoples, day by day, at work and at play, in serious and lively hours alike. Index.

**Kaler, Ja. Otis** ["Ja. Otis," pseud.] The Roaring Lions; or, the famous club of Ashbury, N. Y., Harper. c. 178 p. pls. D. 60 c.

Five boys in a small village organize a club, for the sole purpose of raising funds for a grand excursion to a seaside picnic resort. Their gorgeous sashes and badges are the envy of all the other boys, and what they did and the way they did it is all told with understanding of boy nature.

**Kellicott, W: Erskine.** A textbook of general embryology. N. Y., Holt. c. 5+376 p. (bibls.) O. \$2.50.

By professor of biology, Goucher College, Baltimore.

**Klickmann, Flora, ed.** The home art book of fancy stitchery; with samples of drawn thread work, resille net, bead-work and fancy stitches for dress trimmings, feather stitching, hardanger work, hedebo work, knitting, macramé work, darned net, cross-stitch, ancient cut-work, embroidery on flannel. N. Y., Stokes. 113 p. O. bds., 60 c. n.

**Knowles, Rev. Archibald Campbell.** Adventures in the Alps. Phil., Jacobs. 11+175 p. pls. D. \$1.50 n.

Pictures the beauty and fascination of Switzerland and her wonderful snow-topped Alps.

**Lang, Leonora Blanche, [Mrs. And. Lang.]** The strange story book; ed. by And. Lang; with portrait of And. Lang and 12 coloured plates, and numerous other il. by H. J. Ford. N. Y., Longmans. 16+312 p. O. \$1.60 n.

Stories for children, taken from the story-lore of the whole world.

**Lawrence, Edn. Gordon.** How to improve the memory. Chic., McClurg. c. 129 p. D. 50 c. n.

Author here gives the system of training which he has used for many years in his work of teaching actors and orators in his school in New York. He does not merely give a series of artificial "systems," as is so often done by those claiming to aid the memory, but explains, in simple language, the psychology of memory, and tells how to take advantage of the natural laws of its working.

**Legge, Arth. E. J.** A symphony, and other pieces. N. Y., J. Lane. 6+118 p. D. \$1.25 n.

**Leith, C: Kenneth.** Structural geology. N. Y., Holt. c. 8+169 p. il. O. \$1.50.

**Lodge, H: Cabot.** Early memories. N. Y., Scribner. c. 362 p. O. \$2.50 n.

Made up of recollections of boyhood and young manhood in Boston, not extending into the Senator's political activity, but full of the most vivid and boyish impressions of the men and surroundings of these younger days. School-days, the boy's sports and interests of the time, and then as he grew older the public figures that most impressed him—the statesmen, Sumner, Andrew, Winthrop, and the rest; the historians, Motley, Parkman, and Bancroft; the poets and wits; the great lawyers—are described with the freshness and frankness of a boy's observation. Index.

**Longfellow, H: Wadsworth.** Longfellow; il. by C: Robinson. N. Y., Stokes. 133 p. col. pls. S. (The Children's poets., ed. by Mary Macleod.) 45 c. n.

The story of Evangeline; adapted by Clayton Edwards; with the original poem; il. by M. L. Kirk. N. Y., Stokes. c. 260 p. O. \$2 n., bxd.

**Lynde, Fs.** The honorable senator Sagebrush. N. Y., Scribner, c. 8+411 p. front. D. \$1.35 n.

A Western political boss dominates this novel. Senator Sage-Brush, rough, lazy, humorous on the surface,

cunning, swift, inflexible beneath, rules the state through his hold on an intersecting railroad. The largeness, strength, humanity of his personality come into play when his control is threatened by a reform wave which sweeps his son into the apparent opposition. This son is the hero of the novel and his love story the central theme. The opening and closing of the breach between the senator and his son is touching and true.

**McCarter, Mrs. Marg. Hill.** The master's degree; il. in color by W. D. Goldbeck. Chic., McClurg. c. 297 p. D. \$1 n.

Scene is laid in a Kansas college, where Dean Fenneben fights a big fight for the people of the plains. There are three love stories interwoven through the tale and strange events that lead them all to a happy ending.

**Mace, Rev. J. H. B.** Henry Bodley Bromby, Hon. Canon of Bristol Cathedral, and Vicar of All Saints, Clifton; sometime Dean of Hobart, Tasmania; a memoir; with 8 illustrations. N. Y., Longmans. 8+331 p. D. \$2 n.

**Macmurdo, A. H.** Pressing questions; profit sharing, women's suffrage, electoral reform. N. Y., J. Lane. 21+342 p. D. \$1.25 n.

Deals principally with three of the great questions of the day: Profit sharing; showing it to be the only practical and just solution of labor unrest; Woman's Suffrage; exposing the reasoning of "suffragettes," and showing a way out of a difficulty; Electoral reform; showing that each trade and profession should become automatically an electoral constituency.

**Martin, Alfr. Wilhelm.** The life of Jesus in the light of the higher criticism. N. Y., Appleton. c. 6+280 p. D. \$1.50 n.

By associate leader of the Society for Ethical Culture, New York City.

**Masefield, J.** A mainsail haul. [2d ed.] N. Y., Macmillan. c. 189 p. D. \$1.25 n.

Salt-water ballads. N. Y., Macmillan. 13+112 p. D. \$1 n.

**Mellor, C.** The airman; experiences while obtaining a brevet in France; with an introd. by Maurice Farman and 8 illustrations. N. Y., J. Lane. 123 p. D. \$1 n.

Contains the experiences of a young Englishman who in three months was to learn to fly and then present his certificate to the War Office. He elected to try the school at Etampes, France, and the Maurice Farman biplane was the machine he chose. Describes his school, his first flight, his visit to the salon to see the exhibition of aerial locomotion, his first flight in a monoplane, etc. Gives many useful notes for the prospective pupil.

**Meumann, E.** The psychology of learning; an experimental investigation of the economy and technique of memory; tr. from the 3d. ed. of *The economy and technique of learning*, by J. Wallace Baird. N. Y., Appleton. c. 19+393 p. (6½ p. bibl.) D. \$2 n.

By professor of psychology, Hamburg, Germany. *Contents:* Survey of the modern psychology of memory; Functions of memory; Observational learning; Associative learning; appendixes, etc. Index to authors. Index to subjects.

**Montgomery, Lucy Maud, [Mrs. Ewan Macdonald.]** The golden road; with front. in colour by G. Gibbs, Bost., L. C. Page. c. 10+369 p. D. \$1.25 n.

The happy, fun-loving group introduced in "The story girl" travel down "the golden road" to the parting of ways in this new story. Old friendships are renewed with the simple folk of Prince Edward Island. The adventures of the King family, as chronicled in a daily newspaper, which is aided and abetted by the heathen Peter, with its headline features of the long-expected romance which enters into the life of pretty Aunt Olivia, the return of a prodigal, which strangely enough causes temporary anguish instead of joy to one childish heart, and what happens to the Awkward Man make the story's incidents.

**Mordaunt, Elinor Simpson.** Bost., Houghton Mifflin. c. 8+431 p. D. \$1.35 n.

Simpson, a retired business man in the prime of life, organizes a bachelor's club of congenial spirits and leases a fine old English country estate. Here they are to be secure from feminine wiles and live contented and happy for the rest of their days. First one, then another deserts for sentimental reasons, until only Simpson is left, and his final surrendering finishes the tale.

**Morris, Gouverneur.** If you touch them they vanish; with il. by C. S. Chapman. N. Y., Scribner. c. 146 p. D. \$1 n.

Condemned and punished for a crime of which he was not guilty, a young man, after serving his prison term, goes to a little house in the woods. There he is watched over by an old family servant and one other. As he grows back to health he builds around himself an imaginary world full of people and projects through which his love story materializes into reality.

**Mozans, H. J., pseud.** Woman in science; with an introductory chapter on woman's long struggle for things of the mind. N. Y., Appleton. c. 11+452 p. (7 p. bibl.) O. \$2.50 n.

In introduction author traces the struggle of woman-kind for things of the mind from the days of Ancient Greece and Rome, through the Middle Ages and the Renaissance, down to our own times. Then, after outlining woman's capacity for scientific pursuits, he takes up, step by step, her achievements in all the departments of pure science—mathematics, astronomy, physics, chemistry, the natural sciences, medicine and surgery, archaeology, and invention. Besides this, he discourses upon woman as a collaborator and inspirer in science; and concludes with a most hopeful forecast of her future in this field. Index.

**Munson, Arley, M.D.** Jungle days; being the experiences of an American woman doctor in India. N. Y., Appleton. c. 8+297 p. O. \$2.50 n.

She had seen, in childhood, the picture of a Hindu mother throwing her baby into the gaping jaws of a crocodile, and it made an impression never to be forgotten. And so, when she had acquired a thorough training and a degree of M.D., Arley Munson set sail for India determined to do what she could to relieve the untold suffering there. For five years she worked in India, sought out the villages tucked away in the depths of the jungle, and doctored the physical ailments of the half starved natives. She established crude hospitals; she travelled alone for days and days, fighting plague and pestilence. This book is the story of those jungle days.

**Nevill, Ralph H.** The man of pleasure; with 28 illustrations. N. Y., Stokes. 12+310 p. O. \$3.50 n.

Entertaining glimpse into the days when the ideal of the well-born was the pleasant use of idleness. Book is a storehouse of curious information and stories. The illustrations are from old prints by Cruikshank and others. Index.

**Nichols, F. G. and Rogers, Ralph E.** A short course in commercial law. N. Y., Am. Book Co. c. 4+300 p. D. (Williams & Rogers ser.), 80 c.

**Nineteenth century art books series.** I v. N. Y., Stokes. il. T. ea. pap., 25 c. n. *Contents:* Masterpieces of J. L. E. Meissonier, (1815-1891).

**Nutting, Herb. Chester.** A first Latin reader with exercises. N. Y., Am. Book Co. c. '12-'13. 16+463 p. D. 75 c. By assistant professor of Latin, University of California.

**Ogden, Ruth, [pseud. for Frances Otis Ogden Ide,] [Mrs. C. W. Ide.]** Loyal hearts and true. [New ed.] N. Y., Stokes. c. '99. 8+352 p. front. D. (Stokes' lib. for young people.) 60 c.

**Ohnet, Georges.** The eagle's talons; adapted from the French by Helen Meyer; with 16 il. by A. de Parys. N. Y., Putnam. c. 6+372 p. D. \$1.25 n.

Stirring story of love and adventure during a stormy era of French history. Interest centers in a beautiful



intriguer, a female spy. There are political cabals, intense partisan loyalty, besetting dangers, triumphs of swordsman and plotter—a constant succession of brisk, dramatic events and rousing surprises. The book involves the Bourbon conspiracies against Napoleon and the counter-checks and reprisals of the Republicans, and the narrative overlaps the execution of the Duke d'Enghien.

**O'Neill, Eliz.** A nursery history of England; [col.] pictures by G. Morrow. N. Y., Stokes. 186 p. O. \$2 n.

**Outcault, R. L. Felton.** Buster Brown at home. N. Y., Stokes. c. '06-'13. no paging. col. il. obl. Q. bds., 60 c.

**Parker, B.** The history of the Hoppers; verses; il. by N. Parker. N. Y., Stokes. il. Q. bds., \$1.25 n.  
Children's verses telling about a family of kangaroos.

**Patch, Mrs. Kate Whiting.** Because you are you; il. and decorations by J. Rae. N. Y., Dodd, Mead, c. 252 p. D. \$1.25 n., bxd.

To a quaint New England village come Miss Invalid Lady for a rest cure, she wasn't a real invalid, just a tired little school-teacher. She met all the inhabitants and came to love them as friends, and also she met the Painter Man and together they roamed about the fields and shore and they learned that for the rest of their lives, they would always be together, for that way was happiness.

**Peixotto, Ernest Clifford.** Pacific shores from Panama; il. by the author. N. Y., Scribner. c. 14+285 p. O. \$2.50 n.

"The luxurious indolence that possesses the traveller as he glides over this lazy tropical sea, the romance of the Spanish cities, the picturesqueness and the appeal of its vast Indian population, the desolation of its arid wastes, the dizzy heights of its cordillera, the sharp contrast of climate and vegetation—where equatorial tropics and eternal snows are often but a few hours apart—all these make up a journey the fascination of which can scarcely be overstated."—*Preface*.

**Phillipotts, Eden.** The joy of youth. Bost., Little, Brown. 2+333 p. D. \$1.30 n.

An artist and a young woman who "hungered for all that art meant" are the chief characters. The complications lie in the fact that the woman is already engaged to an Englishman of the conventional type, while the artist-hero is too absorbed in art to think of love. In bringing about the denouement, author introduces numerous minor characters, all of them representative of the clashing political, economic, literary, artistic and religious views of the present day. But the question of art dominates the story at all stages; and after opening the story in London, the action is transferred to Italy, where the artist and the girl come together at last.

**Pier, Arth. Stanwood.** The story of Harvard; with il. by Vernon Howe Bailey. Bost., Little, Brown, c. 255 p. O. \$2 n., bxd.

Story of the founding of Harvard College, its early history, its ancient customs and traditions, with pen pictures of the able men who have presided over its destinies, together with an account of its student life at the present time. Index.

**Power, W.** Prince Charlie. N. Y., Stokes. 168 p. pls. in col. pors. D. \$1.75 n.

Account of Charles Edward Stewart, known as the Young Pretender. There is also a chapter on the Sobieski Stewarts, the two Allen brothers who claimed to be the only descendants of Prince Charlie and who gained the credence of some of the old Scottish gentry. Book is illustrated with reproductions in color from oil paintings and with portraits tipped in on heavy gray paper.

**Rocco, Sha.** The masculine cross and ancient sex worship. [10th ed.] N. Y., Commonwealth Co. 318 W. 45th St. c. '04. 65 p. il. D. \$1 n.

Work is an epitome of the subject, based on large, expensive works, long out of print, such as Inman's "Ancient faiths," Higgins' "Anacalypsis" and his "Celtic Druids," Knight's "Worship of Priapus," Layard's "Nineveh," and other standard works. Liberal extracts are given from the many pages of Bible names n "Ancient faiths," showing their six significance.

**Rose, H.** Henrik Ibsen, poet, mystic and moralist. N. Y., Dodd, Mead. 154 p. D. \$1 n.

Deals with the symbolical and mystical features of Ibsen's social and psychological plays, and shows the growth and continuity and consistency of Ibsen's thought as expressed in his writings.

**Rowland, Eleanor.** The significance of art; studies in analytical esthetics. Bost., Houghton Mifflin. c. 10+188 p. D. \$1 n.  
By professor of psychology and dean of women, Reed College, Portland, Ore. *Contents:* Sculpture; Minor arts; Painting; Music; Art and Nature.

**Seager, H. Rogers.** Principles of economics; being a revision of Introduction to economics. N. Y., Holt. c. 20+650 p. O. \$2.25.  
Work is 4th edition of author's "Introduction to economics" with title changed to prevent confusion with his "Economics: briefer course."

**Sewell, Mrs. Anna.** Black Beauty; the autobiography of a horse; il. by 18 plates in colour, and end papers specially drawn for this ed. by Cecil Aldin. N. Y., Stokes. 291 p. O. \$2 n.

**Sherrill, C. Hitchcock.** A stained glass tour in Italy; with 33 illustrations. N. Y., J. Lane. 14+174 p. fold. map. O. \$2.50 n.

Tells where the tourist should go to see Italian stained glass, describing the various places and giving much information on the subject of the glass.

**Skæ, Hilda T.** Mary Queen of Scots. N. Y., Stokes. 203 p. col. pls. D. \$1.75 n.

Sympathetic sketch of life of the ill-fated Mary Stuart. Illustrated in color by reproductions from oil paintings and by portraits, tipped in on heavy gray paper.

**Smith, Jos. Russell.** Industrial and commercial geography. N. Y., Holt. c. 11+914 p. il. maps. O. \$4.

By professor of industry, Wharton School of Finance and Commerce, University of Pennsylvania. "Book aims to interpret the earth in terms of its usefulness to humanity. Since the primary interest is humanity rather than parts of the earth's surface, the book deals with human activities as affected by the earth, rather than with parts of the earth as they affect human activities."—*Preface*. Index.

**Stevenson, Burton Egbert.** The destroyer, a tale of international intrigue; il. by T. Fogarty. N. Y., Dodd, Mead. c. 434 p. D. \$1.30 n.

Some years ago "La Liberté," the largest Franch battleship, was blown up in Toulon harbor, and expert opinion decided the cause to be spontaneous combustion of "powder B." Around this incident author weaves a tale of mystery, the enmity between Germany and France being at the bottom of it. Just how it was done and who did it tax the detective powers of the French service to the utmost, and in the solving of the problem some of the characters of "The mystery of the boules cabinet" are introduced.

**Stoddard W. Osborn.** George Washington. [New ed.] N. Y., Stokes. c. '86. 8+307 p. por. D. (Stokes' lib. for young people.) 60 c.

**Stone, Jane.** The new man. N. Y., Crowell. c. 123 p. front. D. 75 c. n.

Novellette concerning the love affairs of John Ridgeway, a wealthy New Yorker, and Mollie Preston, while a secondary plot deals with the much discussed white slave problem and has to do with Frances Stevens, daughter of a Western senator, who is kidnapped while walking in Central Park. Ridgeway is dismayed at finding an obstacle to the smooth course of his love for Mollie in what he regards as her strong-minded views concerning the white slave traffic. Frances Stevens comes into the story just in time to save the day for Mollie and to bring the book to a satisfactory conclusion.

**Strindberg, August, i. e. Johan August.** In midsummer days and other tales; tr. by Ellie Schleussner. N. Y., McBride, Nast. 5+175 p. O. \$1.25 n.



**Contents:** In midsummer days; The big gravel-sifter; The sluggard; The pilot's troubles; Photographer and philosopher; Half a sheet of foolscap; Conquering hero and fool; What the tree-swallow sang in the buckthorn tree; The mystery of the tobacco shed; Story of the St. Gotthard; Story of Jubab who had no "I;" Golden helmets in the Alleberg; Little Bluewing finds the Goldpowder.

Plays; third series; Swanwhite; Simoom; Debit and credit; Advent; The thunderstorm; After the fire; tr. from the Swedish; with an introd. by Edn. Björkman. Auth., ed. N. Y., Scribner. c. 276 p. D. \$1.50 n.

**Sweetser, Kate Dickinson.** Book of Indian braves; il. by G: Alfr. Williams. N. Y., Harper. c. 183 p. O. \$1.50 n.

**Contents:** Powhatan, emperor of thirty tribes; Osceola: war chief of the Seminoles; Sequoyah: the Cherokee Cadmus; King Philip: hero of the Wampanoags; Joseph: patriot of the Nez Percés; Sitting Bull: medicine man of the Sioux; Pontiac: conspirator of the Ottawas.

**Tennyson, C:** Cambridge from within; [col.] il. by Harry Morley. Phil., Jacobs. 10+203 p. O. \$3 n.

Grandson of the poet here tells of the intimate student life at Cambridge where he himself was once enrolled.

**Thompson Vance.** The mouse-colored road; il. by Oliver Herford. N. Y., Appleton. c. 91 p. D. \$1 n.

Christmas story for children. Opens with an old professor explaining to the children that everything is made of atoms—even time, perhaps; and that if we could slip between the atoms of time we would find ourselves in a land where no watches are needed. And presently the children do this very thing, and find themselves on the mouse-colored road, where they meet many famous children of history, the last being the young Shepherd who first saw the Star of Bethlehem.

**Van Pelt, J: Vredenburg.** The essentials of composition as applied to art; il. by the author. N. Y., Macmillan. c. '02-'13. 10+273 p. O. \$1.75 n.

New and completely rewritten edition of author's "Discussion of composition."

**Warren, Mrs. Maude Lavinia Radford.** The main road; a novel. N. Y., Harper. c. 390 p. front. D. \$1.35 n.

Reveals, with all its lights and shades, a wonderful itinerary of a woman's journey from sentimentalism to passion, showing the broad highroad on which she started, confident of arriving quickly at a goal, the blind alleys where her inexperience led her, the long and weary detours she had to make. But there are pictured also the bright spots where she found happiness, the companionship of friends and the glory at the journey's end. The "Beloved"—there could be only one—would come some day and for him she kept such a wealth of affection as no woman she believed, ever gave a man. By author of "Peter, Peter."

**White, Stewart E:** Gold; il. by T: Fogarty. Garden City, N. Y., Doubleday, Page, c. 7+537+12 p. D. \$1.35 n.

Story of California in the days of the gold fever of '49. Four men start from New York, going to the Isthmus and reembarke from there to San Francisco. One of the party stops there, while the other three push on back into the hills beyond Fort Sutter and the story tells vividly with knowledge of those exciting days, of the early gold washings, the ore strike, the coming of the Indians, the attack, encounters with road agents, and a host of other adventures. There is no love story and never the flutter of a petticoat, but for all that it is dramatic and full of interest.

**Whyte, Christian Gowans.** The story book girls. [New ed.] N. Y., Macmillan. c. '06. 8+339 p. front. D. (Macmillan juvenile lib.) 50 c. n.

**Wiggin, Kate Douglas Smith, [now Mrs. G: Riggs.]** The story of Waitstill Baxter; with il. by H. M. Brett. Bost., Houghton Mifflin. c. 7+372 p. D. \$1.30 n.

Story of a little hamlet in Maine during the first half of the last century. Waitstill is the elder daughter of Dea-

con Foxwell Baxter, the meanest among mean men, and taking the place of mother to her young half-sister she waits and slaves and endures an unfatherly father's insults until pretty Patience is safely away under a lover-husband's protection. Then she turns to her own destiny.

**Wilkinson, M. E.** Embroidery stitches. N. Y., Stokes. 201 p. il. O. \$1.25 n.

**Williams, Clara Andrews.** The airships that glue built; il. by G: Alfr. Williams. N. Y., Stokes. c. no paging. obl. Q. (Glue ser.), \$1.

**Williams, Dan. R.** The Odyssey of the Philippine Commission. Chic., McClurg. c. 364 p. pls. D. \$1.75 n.

Author traveled all over the Islands with the Commission headed by Mr. Taft, and he has since been engaged in various aspects of legal work in Manila. He describes the journeys of the Commission, tells what it saw and what was its significance, and throws much fresh light on the psychology of the Filipinos. It is a record by "one who knows" of what America has done for the Philippines, and throws light on one of the big problems that now confronts American statesmanship. Index.

**Williams, G: Alfr.** The boys' book of pirates and the great sea rovers; il. by G: Alfr. Williams. N. Y., Stokes. c. 47 p. il. col. pls. obl. O. \$1.

**Wingfield-Stratford, Esmé.** The history of English patriotism. In 2 v. N. Y., J: Lane. 40+614; 12+672 p. fronts. O. \$7.50 n.

Shows how everything of value that nations in general and the English nation in particular, have at any time achieved, has been the direct outcome of the common feeling upon which patriotism is built. Author draws upon the fields of religion, politics, war, philosophy, literature, painting, architecture, law, and commerce to prove his case. Index.

**Woods, Rob. Archer, and Kennedy, Alb. Jos., eds.** Young working girls; a summary of evidence from two thousand social workers; ed. for the National Federation of Settlements; with an introd. by Jane Addams. Bost., Houghton Mifflin. c. 13+185 p. D. \$1 n.

Cooperative study of the adolescent girl of the tenement-house family and the problem of her life and work in the city factory and department store.

**Wright, H: Wilkes.** Self-realization; an outline of ethics. N. Y., Holt. c. 14+429 p. (bibs.) D. \$1.60.

By professor of philosophy, Lake Forest College.

**Wright, Howard Foster, M. D.** Spiritual health in the light of the principles of physical health. N. Y., Shakespeare Press. c. 140 p. por. D. \$1 n.

**Wright, Raleigh, comp.** The fisherman, tackle and bait; ed. by Weston Bruner. N. Y. and Chic., Revell. c. 144 p. leatherette, 35 c. n.; pap., 20 c. n.

**Wright, Wa. Page.** Hardy perennials and herbaceous borders; il. in colour. N. Y., Stokes. 304 p. O. \$4.80 n., bxd.

Explains the varieties and culture of perennials and herbaceous borders, together with the soils and uses to which they are best adapted. Index.

**Yen Sun Ho.** Chinese education from the western viewpoint. Chic. and N. Y., Rand, McNally. c. 91 p. (2 p. bibl.) S. 50 c.

Author has here outlined the development of Chinese education and the rapidly spreading cleavage between the rigid formalism of the old Chinese system and the practical ideas of the new order, influenced by occidental methods. He concludes with a brief discussion of the elements to be desired in the future educational system of the country.

## The Publishers' Weekly

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Cyclo. Brit., 9th ed., Allen ed., v. 4, brown cl.

Cyclo. Brit., Supplement, vol. 4.

Carpenter, Toward Democracy.

Carpenter, Love's Coming of Age.

Carpenter, Intermediate Sex.

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Lecky, Rationalism, vol. 1, blue cloth, Longman, 1865.

Spencer, Psychology, vol. 1, Appleton, red cloth, 1875.

Darwin, Descent of Man, vol. 2, 1871.

History of Phila., Scharf and Westcott, Phila., vol. 2.

Hume's Essays, vol. 1, Edinburgh, 1825.

**Australian Book Co.**, 16-20 Farrington Ave., E. C., London, E. C., England.

Current Literature, Dec., 1908.

Ottolengi, Operative Dentistry.

**Bailey's Book Store**, University Block, Syracuse, N. Y.

Library Atlas of the World, 2 vols., latest ed., Rand, McNally & Co.

Devil's Picture Book.

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American Engineer, Dec., 1912; 2 copies.

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Chamberlain, Manuela Paredes.

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Perceval, Decrees and Canons of Seven Documenical Councils.

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International Marine Engineering, June, 1911; 2 copies.

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Fairholt, On Tobacco.

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Kendall's Texas, Santa Fe Exp., vol. 1, 1844.

H. M. Braun, 1618 Belmont Ave., East St. Louis, Ill.  
Matson, Pioneers of Illinois, Chicago, 1882.  
Anna C. Miller, The Iroquois, N. Y., 1855.  
Miner, The Valley of Wyoming, Wilkes-Barre, 1866.  
Gertrude Morgan, Life and Adventures, Phila., 1866.  
Thomas Morris, Miscellanies in Prose and Verse, London, 1791.

Narr. etc., of Mrs. Clarissa Plummer, N. Y., 1839.  
Narr. of the Capture of Certain Americans at Westmoreland, Hartford.

Narr. of the Horrid Massacre by the Indians, of the Wife and Children of the Christian Hermit, etc., St. Louis, 1840.

J. T. Owen, The Life and Travels, etc., London, n. d.  
Abraham Panther, A Very Surprising Narrative.  
Parker, Narr. of the Perilous Adventures, Louisville, 1844.

Patterson, Narr. of the Adventures, 1817.  
George Peck, Wyoming, N. Y., 1858.  
Paul Placid, The Contrast, or the Evils of War, London.

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N. Y. Genealogical and Biographical Record, April, July, Oct., 1871; Oct., 1873; April, 1889; April, 1891; April, 1892; April, 1894; Jan., Oct., 1895.

Nineteenth Century, March, April, May, June, July, 1883.  
Niles' Register, vols. 57, 58, 67, 68.

Scribner's Magazine, bound vols. 29, 32-37.

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Pickett, A. J., Hist. of Ala., 2 vols., 1900

Biblical Repertory, 1825-8.  
Bonard, J., Malthus and His Work.  
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Jackson, Andrew, Life, by Wm. Cobbett, 1834

Keeting's City of Memphis.  
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 Frothingham, B. B., Beliefs and the Unbelievers, 1876.  
 Cousin, Victor, Introduction to the History of Philosophy, tr. by Limberg, 1832.  
 Cousin, Victor, Elements of Psychology, tr. by Dr. C. S. Henry, 1871.  
 Rodway, Jas., History of British Guiana from 1668, 1891-4, 3 vols.  
 Van Heuvel, Jacob, El Dorado, N. Y., c. 1844.  
 Boutflower, Chas., Journal of an Army Surgeon During the Peninsular War.  
 Carpenter, F. I., Outline Guide to Study of Spenser, 1894.  
 Smith, C. A., Shakespeare's Present Indicative s-ending with Plural subjects, 1896.  
 Schonfeld, H., Die Beziehung der satire Rabelais' zu Erasmus' Enconium Moriae und Colloquia, 1895.  
 Macpherson, Hector, Spencer and Spencerism, 1900.  
 McCosh, J., Philosophical Papers, 1868.

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*Technical World*, 1904, March.

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 Penn. R. R. Co., by W. B. Wilson, 2 vols., Phila., 1899.  
 New England, pub. for Boston Chamber of Commerce Gilman, *Seven Historic Ages*, Hurd & Houghton.  
*China Town Ballads*.  
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*The Old Book Collectors' Miscellany*, vol. 2, Reeves & Turner, 1871.  
*The Roxburghe Ballads*, vol. 2, Reeves & Turner, 1873.  
*Principles of Political Economy*, Mill, vol. 2, Appleton, 1882.  
*The Devil's Pool*, George Sand, vols. 1 and 2, George Richmond & Co., 1894.  
 Samuel Johnson, works, by Arthur Murphy, Esq., vol. 1, pub. by A. V. Blake, 1846.  
 Any paper or bound works in English or French by Prevost, Mendes, Gautier, Maindron, Rebelle, La Forest, Balzac, Champsaur, Montegut, Maupassant, Paul de Kock, Cassanova, Bouvier, Valdagne, Flaubert, Ravehiide.

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 Washburne Mother's Year Book, Macmillan, 1908.  
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Little, Brown & Co., 34 Beacon St., Boston, Mass.  
*Infatuation*, by Croker.  
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*Law of Freedom and Bondage in U. S.*, 1858, vol. 2, by Hurd.  
 Young Millwright and Millers Guide.  
 Oliver Evans.

## B. Login &amp; Son, 1328 3d Ave., New York.

Jung, *Dementia Praecox*.  
*American Journal of Dental Science*, 1861 to date.  
 Rush's works, medical inquiries and observations or any other medical works ed. by him.  
*American Journal of Psychology*, vols. 1-6.  
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*Am. Journal of Physiology*, vols. 1-9, 15-30.

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 Delano, *History and Genealogy of Delano and Lannoy*, 1096-1899.  
 Buford, *Genealogy of Buford Family in America*.  
 Winslow, *Quaker Hill*.  
 Hall, *Brief History of Mississippi Territory*.  
 Wright, *Choctaw Definition*, St. Louis, 1880.  
*American Musical Directory*.  
 Robertson, *Pocahontas and Her Descendants*.

## Lowman &amp; Hanford Co., Seattle, Wash.

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 Peabody Institute Catalog.  
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 Clark's *Onondaga*, vol. 1.  
 Van Wormer *Family*.  
*Crater Genealogy*, 1895.  
 Charleston, S. C., *Year Book* for 1893.

*Genealogical Register of Descendants of Thomas Flint*.

*Lure of the Antique*.  
 Verrall's *Euripides, the Rationalist*.

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Fiske, Discovery of America, vol. 1, 1892.

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Willard, My Life, Outing Publ.

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Tesla, Inventions, N. Y., 1894.  
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Scientific Amer., Sept. 6, 1913.  
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University of Chicago Press, Chicago, Ill.  
Burdick, W. L., Topical Outlines of Roman History.  
Chicago, 1897.  
McMahan, A. B., Study Class; Guide for the Student of English Literature, Chicago, 1891.

University of Missouri, Columbia, Mo.  
Journal of Physical Chemistry, vol. 1-5.

University of Oregon Library, Eugene, Wash.  
Journal of Geology, vol. 1, No. 2; vol. 4, Nos. 1, 6; vol. 5, Nos. 3, 5, 6, 7.  
School Review, vol. 1, No. 3, March, 1893; vol. 19, No. 1, Jan., 1911.

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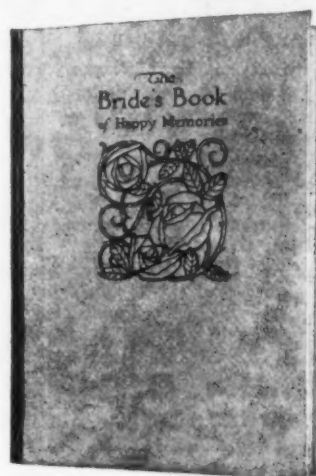
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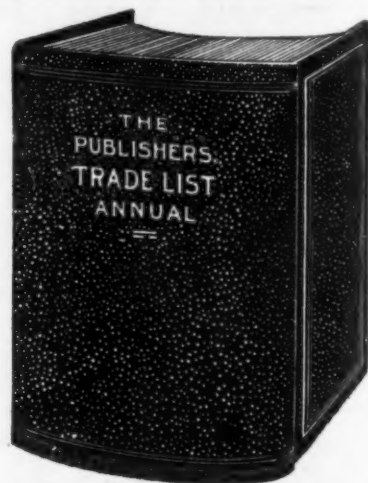
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